

CONVENTION NUMBER

# THE ROTARIAN

*The Magazine of Service*



CHICAGO U.S.A.

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### International Association of Rotary Clubs

Is an organization of the Rotary Clubs in over 700 of the principal cities of the United States, Canada, Great Britain and Ireland, Cuba, Porto Rico, Panama, Hawaii, Philippines, Uruguay, Argentina and China, with headquarters at 910 South Michigan Avenue, Chicago, Illinois, U. S. A. The name is sometimes abbreviated to I. A. of R. C.

### Objects of the I. A. of R. C.

*First:* To encourage, promote and supervise the organization of Rotary Clubs in all commercial centers throughout the world.

*Second:* To coordinate, standardize and generally direct the work and activities, other than local activities, of all affiliated Rotary Clubs.

*Third:* To encourage and foster, thru its own activities and thru the medium of affiliating Rotary Clubs

- (a) High ethical standards in business and professions.
- (b) The ideal of service as the basis of all worthy enterprise.
- (c) The active interest of every Rotarian in the civic, commercial, social and moral welfare of his community.
- (d) The development of a broad acquaintanceship as an opportunity for service as well as an aid to success.
- (e) The interchange of ideas and of business methods as a means of increasing the efficiency and usefulness of Rotarians.
- (f) The recognition of the worthiness of all legitimate occupations and the dignifying of the occupation of each Rotarian as affording him an opportunity to serve society.

*Fourth:* To create, adopt and preserve an emblem, badge, or other insignia of International Rotary for the exclusive use and benefit of all Rotarians.

### Excerpts from Audit Bureau of Circulations

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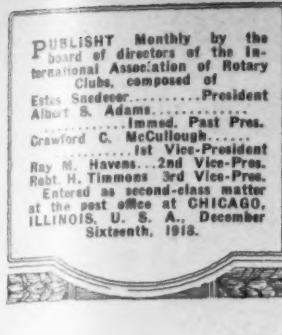
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**64,500 Copies of this Issue were Printed**



**A**BOVE, left to right: Crawford C. McCullough of Fort William and Port Arthur, Ontario, First Vice-President; Estes Snedor of Portland, Oregon, President; Ray M. Havens of Kansas City, Missouri, Second Vice-President. Below, left to right: Robert H. Timmons of Wichita, Kansas, Third Vice-President; Immediate Past President Albert S. Adams of Atlanta, Georgia; Chesley R. Perry of Chicago, Illinois, Secretary-General.



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## Annual Report of the International President

By Albert S. Adams

"And thou shalt be called the Repairer of the Breach; the restorer of paths to dwell in."



SAIAH'S message was to the Jews. A latter date prophet might well have given it to Rotary. I come to you, my fellow Rotarians, to report to you to what use have been put the talents you entrusted into my keeping a year ago; how Rotary has constructed paths over which men might pass from the old order of selfishness and every-man-for-himself to this good day of realization that "I am my brother's keeper;" how Rotary has indeed been a repairer of the breach in that we have collectively and individually made the way easier and the load lighter for those who must travel the long road with little help, scant encouragement, with few to lend a hand along the way.

IF the Wheel of Rotary, as it has gone along the road during the past year, has left fresh imprints of kindness, friendliness and helpfulness, causing some to feel that the world is a better and a happier place because of Rotary, I shall be satisfied.

AT the outset it is proper that a richly deserved tribute be paid to the men to whom all credit is due for whatever commendation may be deserved by the administration now reaching its end. These are the members of the International Board, the District Governors, and the Committees of the Association. They have given not merely freely and generously, but lavishly of their time and their ability. Each of them has put into the work his whole heart; no sacrifice of time or effort has been too great if the cause of Rotary or the interests of any club could be advanced. The Association may find men who will render as good service in the future, but none who can render better. Rotary has done much for me; but the joy and inspiration which has come to me thru my association with this group of Rotarians has more than repaid me for anything I have ever done for Rotary, or may ever be able to do. I shall ever cherish as one of my greatest privileges the right to call each of them my friend.

A YEAR ago I suggested a program which met the approval of the Board. This program suggested nothing radical, and did not outline activities which would appeal to the galleries or stimulate applause. It was planned to help the clubs pass thru the period of readjustment and to encourage them to blossom into the full flower of Rotary. Whether this course was best, each Rotarian will decide for himself. I have cared little for spectacular results, only hoping that I might turn over to my successor the leadership of an Association of strong, active, effective clubs, each made up of real Rotarians.

THE first and most essential feature of this program contemplated increasing the attendance at club meetings. On this foundation rest all things in the attainment of Rotary's objective. There is no such thing in Rotary as "absent treatment." The chronic absentee does not give to Rotary. He receives nothing from Rotary. He is a burden to the club, a faulty cog on the wheel. He is neither fair to his club nor to himself. Without regular attendance a club can not promote acquaintance. Minus such acquaintance there can be none of that good fellowship which must come before lasting friendships can be formed, and it is to the deep and lasting friendships made in Rotary that we owe our greatest progress. Some may have thought at times that too much stress was being placed on this matter of attendance; but as an evidence of how keeping everlastingly at a thing will bring success I invite your consideration of these figures:

FOR July, 1919, there were 545 clubs reporting, with a membership of 45,600, and showing an average attendance of 44.7. For March, 1920, there were 704 clubs reporting, with a membership of 52,000, and showing an average attendance for the entire Association of 69.6. In other words, in July, 1919, 20,500 Rotarians attended the meetings, and in March, 1920, just seven months later, there was an attendance of 36,000. One hundred per cent meetings have been held by so many clubs that no one can now say "it can't be done." The palm should go to Long Beach, California, I believe, that club having held nine successive 100 per cent meetings.

HAS it been worth while? The answer in accomplishment is written in glowing letters. In my judgment the increase in attendance at club meetings has been the outstanding cause for much of the progress made by the clubs during the past year.

THE next thing in our program, the craving for which brought Rotary into existence; the thing that will keep Rotary a living, vital force in the world for all time, the very foundation of our organization, is friendship. Acquaintance, fellowship, friendship. Is there anything more needed in the world today? Acquaintance: Really getting to know the other fellow, seeing his side of things, finding out that his hopes, his dreams, his ambitions, his joys and his sorrows are about the same as your own. Rotary brings men together and makes them know one another. for—

**"WHEN** you get to know a fellow,  
And you understand his ways,  
Then his faults won't really matter,  
For you'll find a lot to praise."

Next comes the splendid fellowship of our meetings, the joy of congenial companionship, the singing, the jokes, the clean fun, the checking of dignity and distinction of position or of wealth with the hats and umbrellas, and last but not least, just calling one another by our first names. It makes the whole bunch boys again, and—

**H**EARTS grow warm, and lips grow kind,  
And all the shamming ends  
When you are in the company  
Of good old first-name friends."

**T**HE friendships of Rotary! As the seeds respond to the warm summer rains and sunshine, so watered by mutual respect and understanding, and warmed by regard and love, the seed of acquaintance comes forth in the full blossom and fragrance of friendship. Not fair-weather friendship that rejoices only in another's success and happiness, but the kind that stands by with help and encouragement when the other fellow is down on his luck; that puts an arm around him in the hour when the shadows fall about him, and that shows to him the way back into the sunlight, and proves to him that the greatest possession in the world is a friend—friends that believe in him and stick to him, who will tell him of his faults, but who do not wait until the last lamp burns low to tell him of their love for him.

**T**HE education of Rotarians has been one of the things we have tried to carry forward this year so that thru learning more of Rotary each man might become a better citizen. Rotary is a wonderful study, and while many think they are post-graduates most of us are still in the primary grades. We should all know something of what Rotary is and what it is not. Did you ever try to answer the question of a stranger: "What is Rotary?" How many of you could, if called on suddenly, give a really satisfactory definition? Rotarians are not educated only by the reading of Rotary literature, as good as it is, nor by listening to wonderfully inspiring addresses; but the real worthwhile lasting education in Rotary comes to the men of Rotary who are inspired to its work. The great thing that Rotary education is doing for men is in furnishing the opportunity and creating the desire to "do something for somebody else."

**W**HAT better education can one want than the radiant smiles on the faces of the crippled children to whom Rotarians are giving a chance to be well and whole and happy; than the joy of little children and the thankfulness of weary mothers for whom Rotarians have made Santa Claus one who does not forget "even the least of these, my little ones"; than the response from boys at being treated as equals and as deserving of a chance, no matter from where or how they came, to grow up into self respecting worthwhile citizens; than the joy one experiences in bringing sunshine and happiness to others. The education of Rotarians, thru service, covers every form of activity and touches at every point of community life, bringing to each a realization of his responsibilities and duties as a man and as a citizen. Rotary will only go forward as we study its principles and practice its ideals.

**A**S men have become friends in Rotary and have gone out and put into practice its ideals of unselfishness and service, have seen what it has done for their community, they have then wanted to give it to others, well knowing that there is no community, no matter how large or how small, but will be a better one if it has a Rotary Club. So, without one single paid organizer, depending entirely upon the enthusiasm of its own members and their willingness to make any sacrifice necessary to spread Rotary, our organization has grown to one of world-wide influence. In June, 1916, there were 247 clubs, and in addition to clubs in the United States, Canada, and Great Britain, a club in Cuba had become affiliated. Today, without the use of paid organizers, without attempting to organize a club where

there was no demand for one, and only after satisfying ourselves that the proposed city could support a club and that the right men were organizing it, we have 755 clubs, an increase since July 1, 1919, of 239 clubs. And I want to say to you that the clubs that have come in this year are real Rotary Clubs, alive to their opportunities and responsibilities, and made up of men who have caught the spirit. Today your eyes behold in Rotary's league of friendship the flags of thirteen nations. Never in the history of the world have the principles for which Rotary stands been needed as they are today, and when we have carried the message of Rotary to all the world we will have made the greatest contribution of modern times to the early coming of the day when all can again join in that greatest song of the ages: "On earth, peace, goodwill toward men." We have men from far away India, a land of mysticism and age-old legends; from China with its civilization reaching back thru the centuries that are gone; from the islands of the sea, the search for which, with their fabled treasures, was the ambition of our boyhood; from South America, a world of romance and chivalry; and now at last from sunny France, whose history we all revere. And we will all agree with the man who, when he heard the statement made "It is wonderful, the love a Frenchman has for his country," replied, "It is more wonderful to have a country like France to love." All of these have come into the fellowship of Rotary in the year just passing. Can Rotary make any investment that will pay greater dividends than in spreading its gospel to the whole world?

**I**SAY to you, it cannot; and if we Rotarians of today will do our part, I can see a great Congress of Rotary, bringing together men from all parts of the world, mingling in friendliness and spirit the flags of every civilized Nation of the Earth, gathered together not to barter or to sell; not to change the boundaries of weaker and less-favored nations; not to see how they can get each for himself, and not to prove to the other "I am greater than thou and therefore can live to myself alone;" but to prove that co-operation is better than competition; that it is better to give than to receive; and to give the lie to those warped souls who still cling to the old belief that the Golden Rule is not a thing that can be put into daily practice. Wouldn't you like to sit in that Convention?

**B**ELIEVING that Rotary cannot reach the fullest degree of its possibilities unless there is complete co-operation and a realization of the interdependence of one to the other on the part of the Association and the member clubs, we have exerted every effort to bring this about. It is thru the affiliation of each club with the Association that the club is given much of its influence in its own community, for knowing that it has the support of all of the other clubs, your club stands higher in the estimation of your community, and what it undertakes has a greater appeal than if it were a purely local organization. It gives you the right to call these men your friends, and creates a bond of sympathy between you that could not exist otherwise. It gives you a part in great enterprises that you could never have alone. It gives to you the opportunity of living in one big neighborhood, and on the same street with 50,000 of the finest men in the world. It also puts a responsibility on every Rotarian to conduct himself in his business or profession, and in his public and private life, according to Rotary ideals. It places on every Rotary Club the responsibility to be all the name implies; to choose as officers only men who can represent Rotary worthily; and to take into its membership only those who will interpret its principles properly. For each club and each Rotarian represents to those with whom they come in contact what Rotary is everywhere. By the way in which Rotary is interpreted by the Atlanta Rotary Club and its members, so is every other Rotary Club judged by the people of Atlanta, and this is true of your city and all others. And so we must always

remember that the good name of Rotary is in the keeping of each of us, and that we cannot shift the responsibility to any one else.

EVERY Officer of the Association, every one at the Headquarters' Office, wants your help and co-operation, your advice and constructive criticism. It is your Association, and can only progress as all work together. I found that quite a large number of clubs were taking a vacation during a part of the year, and it has been the constant effort of your officers to correct this condition and to get every club to meet the year around. The response to this appeal has been most gratifying, and while we have not succeeded one hundred per cent we have made considerable headway. There is no excuse that I can see for a Rotary Club going out of business at any season. It is supposed to be the liveliest organization there is, and yet there are clubs that admit that they can't withstand hot weather. Think of an emergency arising where the Rotary Club is needed and having to admit that your club is out of business. You men from clubs who take a vacation try to get them to meet all the year. You are losing the fellowship of your members at the time of the year when you need it most. You are letting your activities die down with the consequent loss of time in the Fall in getting back to work. You are throwing away the enthusiasm and inspiration of the Convention, and handicapping your own and the International Officers in accomplishing the year's program. Keep on the job 365 days in the year. Don't let the dynamo get rusty from disuse and remember that no matter how perfect the wire, it is of no use unless the current is flowing thru it, and club meetings are the things that supply this current

AND now we come to that activity which has an appeal that touches us all: boys' work—the one great thing that Rotary can tie to with the full knowledge that we are on safe and sure ground. The boy we will have with us always, so that in undertaking work with the boy we are not running after a fad, but undertaking something that will carry on year after year. Boys' work is not circumscribed by boundary lines nor nationalities, for boys are everywhere; the appeal is as strong for the Canadian as for the American; for the Britisher as for the man of Argentina or Uruguay; for the clubs of China as of Cuba. Boys' work is fundamental in its general application, but very different in the details and needs of various communities, and so it challenges the best that is in us of brain and heart. The Convention at Salt Lake City committed Rotary to boys' work, and nothing has given your Board more pleasure than trying to carry the work forward. The club that has not had an active Boys' Work Committee and done some form of work during the year is a rare exception. What some clubs have accomplished has been truly marvelous, and I wish that time would permit the enumeration of what the clubs have done. Rotary is enthusiastic over boys' work. I wish you all could have been privileged as was I to sit in the District Conferences when the subject was reached on the program. There was an immediate concentration of interest, and an intentness lacking at other times, and then to see those men six and eight at a time get on their feet to tell of what the clubs had done. Oh, but it was great, and spoke volumes of how earnestly the clubs have undertaken the job of building citizenship, and seeing to it that every boy has a square deal.

BUT with all that has been done we have only scratched the surface. We must not even think that we are anywhere near our goal. What we have been doing is to try to find ourselves, and in doing this we have had to experiment, and some Rotarians have no doubt become discouraged, but I say to you, you need not be. Boys' work is not to be accomplished in one year, in five years or maybe in a lifetime. We should remember at all times that the success of boys' work is to be measured not by how quickly but

by how well we do the job. If Rotary is to lead in boys' work, Rotarians must be leaders in every respect, for the man is the ideal of the boy, and each of us must give him an ideal worthy of his expectations. Be sure that you ring true, for a boy sees thru sham and insincerity quicker than anything on earth can, and once his confidence is lost he has been done a greater injustice than to have been let alone. He does not want maudlin sympathy; he does not want condescension; he does not want charity. He wants to be challenged; he wants only a chance, and he must be reached thru the heart of a boy, not thru that of a man. If you have forgotten your boyhood with its perplexities and sorrows, you had best not tackle boys' work. Rotary must never let itself be committed to or connected up with any particular field of boys' work nor organization doing boys' work to the exclusion of others. Rotary must not duplicate in any line but co-operate with all; supplementing where a need is not supplied; co-ordinating where there is overlapping. The activities of the clubs have been splendid, and no word of criticism should be said, but Rotarians, we will fall far short of our full duty if we are satisfied with an occasional newsboy dinner, or raising a few thousand dollars for the Boy Scouts.

COMPLETE success will only come when in each of our home towns we have sold Boys' Work to the entire community; when we have aroused the conscience of the entire community to the duty and obligation it owes to every boy, for when that has been accomplished, the community will demand and will get those things that will surround the boy with the influences that will make of him a good citizen, clean of mind, strong in body and brave at heart. And Rotary which teaches unselfishness should want the participation of every good man and woman in this work. Rotarians, put the best you have in you into this boys' work, and in after years when younger shoulders take on your burdens, you can each feel that you had a part in making those men worthy to take your places. Rotary's great opportunity is to furnish the answer to this question:

**"W**HERE are the men to lend a hand  
Guiding at boyhood's side?  
Men who will rise in every land  
Bridging the "great divide".  
Nation and flag and tongue unite  
Joining each class and creed.  
Here are the boys who would do right,  
But where are the men to lead?

IT has been the endeavor of your Board to carry out the Resolutions adopted at the Salt Lake City Convention, and in reporting to you I desire to ask your earnest consideration of certain matters. There were adopted at that Convention 12 resolutions which required the action of the clubs. Two of these had to do with the club itself, that of a financial budget and the adoption of the standard objects of Rotary, both of which I believe have been almost universally put into effect. To ascertain how generally the clubs followed thru on these resolutions, there was sent to the clubs a Questionnaire regarding the resolutions. This Questionnaire was framed so that it only required a yes-or-no answer. If answers received can be taken as typical of all the clubs, they indicate that less than 50 per cent of the clubs took any action on these resolutions, except the one relating to boys' work, on which practically every club reported active participation. In the matter of improving the public schools and community service 60 per cent reported action. Now this indicates to me that the clubs are called upon to participate in too many activities, and I am firmly convinced that we should limit our activities to a few really big things, and that then the clubs will get behind them and put them over in a big way.

**I** CALL on you to refuse to adopt any resolution that calls for action by the clubs unless you in voting for it pledge yourselves to go back to your clubs and see to it that they put that resolution into effect. The trouble is, somebody gets a fine idea of something that Rotary should do; we adopt it, never thinking of the fact that somebody else has got to do the work of putting it into operation; that it must be followed up, files kept on it, reports made about it, forms printed of it, details *ad infinitum*, and to do all that takes time and money. The saddest thing in the world is an organization that is forever resoluting and then fails to transform resolutions into action. Remember that Rotary cannot solve all the problems, nor carry all the load, and the fewer things we endorse the greater influence our endorsement has when given. Let's stake our reputation on doing a few things well rather than many things poorly.

**I** WISH to call your attention to the matter of financing the Association. I recommend to you most earnestly the adoption of an increase per capita tax and an increase in the subscription price of THE ROTARIAN. Owing to the increase in the cost of operation and the carrying on of activities put on us by the last Convention, and for which no additional funds were provided, the expenses for the year have exceeded the income. For this I have no excuse to offer, as I know that we were justified in doing these things, and that it was good business to pay for them out of the surplus rather than to curtail our work: but it is not fair to your Board for them to be compelled to do this, and you should give them the money or agree to cut out some of the work of the Association.

**I**T is my judgment that the District Governors must be given sufficient funds to pay all their expenses and to pay for necessary clerical help. This expense will grow as the number of clubs increases, and it should not be necessary, nor should it be allowed, to raise money within a District to help pay the District Governor's expenses. He is an International Officer, and his expenses should come out of the Association Funds. The Association must be able to pay salaries that will attract and hold men of the highest type to its Headquarters' Staff. THE ROTARIAN should have funds to make it a magazine worthy in every respect the name it bears. The Committees of the Association should be able to meet often, and means should be provided for carrying out their recommendations and programs. Every phase of the service at the Headquarters Office can be broadened or restricted. You must decide, and when deciding remember that everything one does these days costs money. Rotary is no exception to the rule, tho I am satisfied it gets more for its money than any other organization I know.

**A** GOOD many years ago the Masonic Temple was erected in Chicago and became the Mecca for Masons the world over. Some day I hope to see our Headquarters in a beautiful building of our own, a building that will typify in its architecture the Spirit of Rotary. That such a building can be financed I have no doubt. In that building I would like to see the most perfect business office in the world—a model for all men to study—with every comfort and convenience for the health and contentment of our employees, with every modern equipment for the efficient handling of our business, with a conference room permeated with the Spirit of Rotary, this room to be for the use of those with disputes to settle—a room that would make those who came to it feel that they must come with clean hands, fair minds, and just hearts, and with a sincere desire to adjust their differences. It sounds like a dream, doesn't it? But it can be done.

**T**HIS has been a wonderful year to me, and for the opportunity of serving you, I thank you, and promise to continue to serve whenever you may call on me. During this year we have established new records in the organization of new clubs; in the increase in attendance at club

meetings; in the number of inter-city meetings; in the attendance at the District Conferences; in the numbers at the Convention; in the co-operation that has been given your officers, and in the spirit in which you responded to every call. At the beginning of the year I said:

"Let us urge our clubs to be Rotary Clubs whose first principle is the development of the individual and not the settlement of every problem confronting the world; clubs where a man is given the opportunity to form friendships, where he can go for cheerfulness and inspiration for the daily grind; clubs where there is not too much fun nor too much seriousness. If they will be clubs of this sort, we need have no fear of their ever failing whenever a task is presented, or a service demanded." Our constant aim has been to bring the clubs, old and new, to a true understanding of the fundamentals of Rotary. It is particularly appropriate that Rotary should call this its Loyalty Convention, for if a man be a real Rotarian he must be loyal to his God, to his Country, its flag and its laws, to his City, to his family, to his friends, and to himself. Loyalty is a matter of thinking, for if a man think rightly he will act rightly, and it is therefore our duty to think rightly ourselves and then to help others to think rightly.

**R**OTARIANS, we must all of us get hold of the fact that Rotary is founded primarily to give men an opportunity to form friendships; to develop in the individual the desire to be of service and to provide the way thru which expression can be given to this desire. If we will but cling to this we can be very sure that no Rotarian will ever fail us when the call comes. Rotary stands for principles and believes in ideals and is not afraid to say so. Rotary stands today as the leading exponent of the ideal, "Do something for somebody else." Rotary stands for a square deal to the employer, the employee and to the public and holds that each must be made to respect the rights of the other, and to realize that "right ends with the abuse of right." Rotary believes in, and its members practice, a fair day's pay for a fair day's work, and it believes that normal times can only be brought back to the world when everybody is willing to work more, produce more and save more, spend less, loaf less and talk less. Rotary believes that a man shall have but one flag, that of the land in which he lives, and that he must respect that flag and the institutions and the laws it stands for, or get out. Rotary believes that a man should think his country is the best on earth, and his "home town" the best in the country, and that it is his fault if they are not, and that he should give freely of his money and of himself to the upbuilding of his community. Rotary wants to see that every boy shall have a chance to grow up into a good man, and Rotary is willing to share the job with every other good citizen. Rotary holds that business when properly conducted is the thing on which happiness, prosperity and progress depend, and that every man should be proud of his vocation in life. Rotary believes that one of the greatest things in the world is friendship, and is trying to spread this gospel to men and nations, for when men become friends, strife and bitterness and misunderstandings cease.

**R**OTARY is symbolized by a circle, and within the radius of that circle are included all the hopes, all the aspirations, all the achievements of the community life, for while membership is exclusive, that circle includes every good civic activity, and a Rotarian stands ready at all times to do his full part.

**M**EN of Rotary, another milestone along the road has been reached, and for a time we may rest in the shade of the trees only long enough, I hope, to take counsel together as to how we can restore other paths that will take our beloved organization still further into the land of our dreams. May we so live as Rotarians that at the end of the Last Great Journey we may merit from the great Master a "Well done, thou good and faithful servant."

# The Invisible Power of Rotary

By Paul P. Harris, President Emeritus



OTARIANS, FRIENDS—To All, GREETINGS: It is your happy privilege to be participants in Rotary's great Loyalty Convention. You will depart from this Convention Hall with a new spirit of loyalty and patriotism. Let us remember that inspiration is a flame which soon dies out unless fed with the faggots of service. The success of this Convention will depend, not upon the words here spoken; but upon the deeds hereafter to be done. Rotary imposes no obligation of creed, and that is one of the chief reasons why Rotarians are always so ready to respond in thoughtful, kindly deeds.

EACH preceding Convention has been given a name appropriate to the year. It is fitting to the urgent needs of the times that this be known as Rotary's Loyalty Convention. In this, and in all other lands over which the Star of Rotary has risen, there is a persistent feeling of unrest. Deep and threatening problems urge themselves upon the minds of men. Men must think themselves out of the morass in which humanity, thru its selfishness, finds itself. Civilization will survive the trials of the present and future as it has survived the trials of the past; but all of the ability, all of the ingenuity, all of the resourcefulness, all of the unselfishness of all men must be summoned to civilization's aid. The Loyalty Convention of the World's Rotary Clubs affords an unequalled rallying ground for the adventure.

THE darkest hours of the day are those which precede dawn. Angry clouds, clouds of disappointment and failure, hang low upon the horizon; but they give way to the break of day.

THANK God for our struggles, because without them we cannot gain strength. Aye, thank God for our failures, for without them we cannot succeed. The lives of great men and of great nations are measured by difficulties overcome, not by luxuries indulged in. Men rise from their Gethsemanes, nations from their Waterloos.

THE dominant characteristics of the time are its blighted hopes, its yearnings, its disappointments, its failures, and hence its promise of better things.

THERE are no new principles involved. The seemingly new problems are, in reality, old problems drest up to look like new and the remedies to be applied are the old, old remedies, older than the ancient hills. The real problem is how to apply the time-honored rules.

ROTARY, charitable in spirit and tolerant of the views of others, has found acquaintance a wonderful instrumentality. It is located right where it ought to be, on

the road to friendship. Rotarians recognize the facts that it is as difficult to hate him whom one really knows as it is to love a stranger; that reprobation in the light of better understanding frequently gives way to approbation. Acquaintance is a powerful agency in the interests of peace, which is as true of the factory as of the drawing room; as true in the affairs of men as in the affairs of nations. There never has been a strike not the result of greed on the one side or the other. There never has been a strike-breaker to compare with service—service by the employer, service by the employee. When Rotary adopted the slogan "Service," it took on a big order, and it is bigger today than it was when adopted. The boys at the front and the welfare organizations have given new meaning to the word. It has grown, in fact, to be a panacea for human ills.

THE Service way out of difficulties is the constructive way. Therefore, Rotary has ever been constructive. Conditions get so bad at times that destruction becomes necessary in order that construction may begin. Destruction has become a science; but construction still has first call upon the genius of men.

ROTARY affords an unexcelled opportunity to study and to experiment with the means of accomplishing industrial harmony, and an equally good opportunity to disseminate information gained.

THIS old world has, of late, seemed mad at times, mad in the pursuit of the almighty dollar and some of the soulless, worthless things which money will buy. Small wonder indeed that contention is the order of the day. Rotary must lead men back to a realization of the good old wholesome truth that neither success nor happiness can be measured in dollars; that the really worth-while things are beyond the pale of contention because a merciful Father has made them free.

ROTARY is now recognized as a world asset, as a spiritual dynamo making for friendliness among men and nations. Honor, abundant honor to the Atlantic City Convention and measureless happiness to you, my friends, if Rotary can once again bring home the fact that the one way to international peace, the one way to industrial peace is thru following the time-honored rule: "All things whatsoever ye would that men should do unto you, do ye even so unto them."

Sincerely yours,  
PAUL P. HARRIS.

—This message from President Emeritus Paul P. Harris was read to the Eleventh Annual Convention of the International Association of Rotary Clubs at Atlantic City, N. J., U. S. A., by Secretary-General Chesley R. Perry, Tuesday, June 22, 1920.

## Service Above Self

SERVICE o'er self, no motto is above it,  
For they are greatest who most service give;  
To strive for service, just because we love it;  
Ah! surely such as they have learned to live.

Out of the maze of greed and selfish passion,  
Unmoved by fear, free from revenge or hate,  
Striving each day a better world to fashion,  
Willing to serve one's fellow man and wait.

It matters not if no reward be given,  
It matters not if men shall say 'tis well;  
Service can change this old world into heaven,  
And love of self can turn it to a hell.

So carry on, tireless, until the resting  
That comes to all as day must follow night;  
Then men shall say, your yielded burden testing,  
Behold! 'twas heavy, yet he bore it light.  
—Charles B. Marsh.

# Inaugural Address

By Estes Snedecor, International President, 1920-21



MY FELLOW-ROTARIANS:—In writing this word of greeting it is my earnest hope that it contain a personal message to every Rotarian. No one could be more keenly appreciative than I am of the great honor which has come to me. There is no honor which a Rotarian would prize more highly than that of service as President of International Rotary. I shall not content myself by attempting to express in mere words my appreciation of this high honor; but rather would I have you measure my appreciation by the energy and devotion with which I shall apply myself to the duties and responsibilities of my office.

ROTARY has just concluded, under the magnetic leadership of Bert Adams, another most successful year. With a heart overflowing with devotion to the ideals of Rotary, with a lovable nature, a keen interest, and a generous spirit, Bert has carried Rotary in triumphant achievement past another milestone of unerring progress. To succeed such a peerless leader is a task in itself of sobering magnitude: but confident in the knowledge that 60,000 Rotarians will be back of me in spirit ready to serve and to co-operate, and surrounded as I am with a splendid corps of fellow officers, I shall go forward with a light heart and high hopes on another year in Rotary's progress toward a higher place in the world of service.

HERE is my personal message to you, fellow Rotarians: Rotary's success rests ultimately upon you—upon your willingness to live and work in harmony with its simple teachings. Rotary is no longer a series of spectacular luncheon meetings. It has developed into a philosophy of life. Rotary has deliberately created and set up its own standards by which its achievements must now be measured. The world is no longer content to judge Rotary by the degree of enthusiasm with which its members profess and espouse its noble principles and high ideals. On the contrary, the world is requiring of each Rotarian a living example of Rotary's teachings. Too much emphasis cannot be laid upon the individual responsibility of each member to be a Rotarian in heart and in spirit, and to exemplify its teachings in his daily living. May it not be possible that we have been taking in members faster than we have been making Rotarians? Let us pause and take an inventory of ourselves and of our clubs and see to what extent we have made Rotary a guiding influence and a living force in our lives and in our business or professional careers. Rotary must never find itself bankrupt with an overstock of words and raw material without sufficient motive power and leadership to turn out finished products.

IT is not my purpose at this time to outline a policy or program for the coming year. This will be done at the Board meeting to be held at Chicago in August. In the meantime, let me urge the club officers and delegates to deliver to their clubs the message of the Convention held recently at Atlantic City, so that each club may translate the vision and inspiration of that great Convention into action and into useful forms of service.

ROTARY'S development into a great international organization has led us into new and adventurous fields of service. It has opened up new and fascinating vistas of opportunity. To win over the nations of the Earth to friendship is the greatest task confronting the world today. This can be done only by getting the people of the world ac-

quainted with one another; by establishing common ideals of justice and fair dealing among all peoples and all nations and by teaching nations as well as individuals to be unselfish and tolerant in their dealings with one another. Rotary is compelled by reason of its own objects and ideals to play its part in this great world enterprise. Charles Edward Jefferson has unconsciously placed before us our duty in these simple words: "It has come to our age with all the freshness of a new revelation that we are social creatures, and that no man either lives or dies to himself, but that all men live only in society, that personality develops by its relationships and that we are literally members of one another. The problem is how to live together in good will and mutual helpfulness, how to co-operate harmoniously for the attainment of worthy ends. All our great problems, then, may fittingly be called peace problems."

L AST summer I was enjoying an automobile ride out over the Columbia River highway. During a pause it occurred to me that all of the pleasure and luxury and comfort of that ride was due to the fact that deep down in the cylinders of the engine there were being gathered little particles of gas, and at regular intervals they were being ignited by the spark, which created a force which was seeking expression, and by the ingenuity of man that force had been gathered together in those cylinders and had been translated into all of the ease and grace and motion of a modern touring car. It occurred to me then that Rotary is doing the same thing for men; that it is gathering up these nobler impulses, these heart qualities, and bringing them together in Rotary meetings once a week, and there, thru the warmth of fellowship and the spark of enthusiasm, it is getting men to express their highest and best selves, and we are translating those inert powers, sometimes, into useful service and into higher expressions of our better selves. Rotary, after all, is a very simple matter, altho its ideals are high.

L OFTINESS and simplicity are not necessarily inconsistent. As I sit at my desk in Portland, Oregon (and I am going to tell you about this because I want you to help me during the year), I look out on Portland harbor, and out across the way, to the east, I see the Cascade range of mountains. Overtopping the range is that great sentinel peak, Mount Hood, snow-clad the year 'round, seven thousand feet above the Cascade range itself. Often, as the day is dying, and I am weary with work, I look out and see, as the sun goes down into the west, that the topmost pinnacle of that beautiful snow-white mountain has caught the crimson glow of the setting sun, and no matter what storms may blow, the mountain, rearing its head to the sky, always catches the sunlight above the clouds. And I like to feel that Rotary's ideals, rearing their heads to the sky, are always catching the sunlight of God's approval.

L ET that, then, be our faith, but our works must be such as will put Rotary ideals in practical operation throughout the great country of its birth, throughout every other nation of the world, and between and among all peoples. This cannot be done by the officers of Rotary alone. It requires the co-operation of the whole army of Rotarians wherever they may be stationed. You have graciously made me your standard bearer for the year, but do not forget that it is your standard and that you must follow it if you would have Rotary fulfill its mission.

# With the Tide

By Edith Wharton

(Copyrighted)



SOMEWHERE I read, in an old book whose name Is gone from me, I read that when the days Of a man are counted, and his business done, There comes up the shore at evening, with the tide, To the place where he sits, a boat— And in the boat, from the place where he sits he sees, Dim in the dusk, dim and yet so familiar, The faces of his friends long dead; and knows They come for him, brought in upon the tide, To take him where men go at set of day. Then rising, with his hands in theirs, he takes Between them his last steps, that are the first Of the new life—and with the ebb they pass, Their shaken sail grown small upon the moon.

Often I thought of this, and pictured me How many a man who lives with throngs about him, Yet straining through the twilight for that boat Shall scarce make out one figure in the stern, And that so faint, its features shall perplex him With doubtful memories—and his heart hang back. But others, rising as they see the sail Increase upon the sunset, hasten down, Hands out and eyes elated; for they see Head over head, crowding from bow to stern, Repeopling their long loneliness with smiles, The faces of their friends; and such go forth Content upon the ebb tide, with safe hearts.

But never To worker summoned when his day was done Did mounting tide bring in such freight of friends As stole to you up the white wintry shingle That night while they that watched you thought you slept. Softly they came, and beached the boat, and gathered In the still cove under the icy stars. Your last-born, and the dear loves of your heart, And all men that have loved right more than ease, And honor above honors; all who gave Freehanded of their best for other men, And thought their giving taking; up and up— All these were there, so great a company Perchance you marveled, wondering what great ship Had brought that throng unnumbered to the cove Where the boys used to beach their light canoe After old happy picnics.

With these, your friends and children, to whose hands Committed, in the silent night you rose And took your last faint steps— These led you down, O great American, Down to the winter night and the white beach, And there you saw that the huge hull that waited Was not as are the boats of the other dead, Frail craft for a brief passage; no, for this Was first of a long line of towering transports, Storm-worn and ocean-weary every one, The ships you launched, the ships you manned, the ships That now, returning from their sacred quest With the thrice-sacred burden of their dead, Lay waiting there to take you forth with them, Out with the ebb tide, on some farther quest.

## The Call

By Edgar A. Guest

I MUST get out to the woods again, to the whispering trees and the birds aswing, Away from the haunts of pale-faced men, to the spaces wide where strength is king; I must get out where the skies are blue and the air is clean and the rest is sweet, Out where there's never a task to do or a goal to reach or a foe to meet.

I must get out on the trails once more that wind thru shadowy haunts and cool, Away from the presence of wall and door, and see myself in a crystal pool; I must get out with the silent things, where neither laughter nor hate is heard, Where malice never the humblest stings and no one is hurt by a spoken word.

Oh, I've heard the call of the tall white pine, and heard the call of the running brook; I'm tired of the tasks which each day are mine. I'm weary of reading a printed book; I want to get out of the din and strife, and clang and clamor of turning wheel, And walk for a day where life is life, and the joys are true and the pictures real.

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# Loyalty to the Government

By Captain Clarence Mackinnon

*THIS address was delivered by Captain Mackinnon of Halifax, N. S., before the Eleventh International Convention at Atlantic City, N. J., U. S. A.*



N Irishman came down to breakfast lately with one eye not functioning and a bit of sticking plaster on a prominent part of his physiognomy. His friend looked very anxiously at him and said, "You surely were not in the fight last night." He drew himself up and replied, "I would have you know that I am not one of those arm chair politicians!"

**A**LTHO Halifax Rotary Club has adopted the wearing of the green, and altho the word "government" is my subject, the spirit of Rotary has done away with any belligerency that might be in the color.

**U**RIEL, the Archangel, who slid down on a sunbeam to the felicitous home of our first parents, saw sparkling fountains, shady grottoes, umbrageous groves where rich trees wept odorous gum and balm and a tree whose fruit had a golden rind. If that same Uriel were to visit the happy garden of human virtues we call a Rotary club, he would find sparkling fountains of wit and shady grottoes where committees perform their mysterious rites, and also another fruit whose rind is golden—that virtue which adds lustre to all the other virtues—the great virtue of loyalty.

**W**E are far too near the shadow of the world's great tragedy for a speaker to touch upon the subject without at least a single reference to that star that shone so brilliantly amidst the gloom—the splendid loyalty of our lads, lads born on this Continent (whether in the United States or Canada), who had tasted the freedom of the forests, who had wandered out on the illimitable prairies, or had found a path thru the mountains; lads who had not been shackled and fettered by tradition. For them to learn discipline was a task that nobody really comprehended. One said, after he had been digging all day long, "It is not the fighting that I mind; it is this eternal gardening that gets my goat." Yet war is a science and its success depends absolutely upon mathematical calculations; and those calculations are of no avail unless there is prompt and blind obedience to command. Our boys learned to obey until they became as well disciplined troops as any of the celebrated phalanxes of Old Europe. They did it, not because they were driven by the threat of a despot; not because they were chained to their guns; but because they felt a precious trust had been committed to them, and they loyally discharged that trust for their country and fellow men.

**T**HREE was a sergeant with his section out on No Man's Land, and they received some information of great importance. They wanted to get back; but were discovered by the enemy and were pinned down to their shell hole. The hours were passing; the information was needed; the Great Cause was suffering, and the sergeant said, "I am going to creep out on this side; when I get a little distance, I am going to attract the enemy's fire, and when they begin to fire, you boys get out on the other side and get home with the information." He crept out of the shell hole. The other boys escaped. The bones of that sergeant lie on that spot. Greater love hath no man than that he lay down his life

for his friends, and pay the last full measure of devotion for the Cause and the country he loves.

**B**UT now that the war clouds have rolled away and the sunshine of peace and prosperity is streaming down on a stricken world, it seems to me it shall be one of the great tasks of Rotary to preserve amongst the more dangerous seductions of prosperity, that spirit of loyalty which shone so brightly amongst the perils of war.

**X**ENOPHON'S story points the lesson—the story of a little army of ten thousand, trapt between the Tigris and Euphrates, outnumbered ten to one by the enemy, entangled among the canals, yet by discipline and by cool, scientific calculation and indomitable courage, working their way out in their masterly retreat thru hot days' marches when the sands were burning and the food was scanty, or thru treacherous defiles where the lurking foes flung their weapons at them, or over icy altitudes where piercing blasts stung them—everywhere sustained by the assurance that divided counsels meant inevitable disaster. Their fidelity was at last rewarded, and from the summit of Mount Trenges, they raised the cry, "Thalatte, thalatte!" and beheld the sea.

**B**UT down by the sea, where the danger of the enemy was past, discipline became relaxt; selfishness reasserted itself, and that victory which had been hardly snatched out of the jaws of defeat was imperiled by each soldier wanting to do that which was most advantageous for himself. Let it not be said that in the piping times of peace the splendid loyalty of our lads was soon forgotten and the spirit which they left us, disobeyed. Let that one legacy of a carnival of evil be cherished, so that we in our several countries shall be as loyal in the days of peace as our boys were loyal in the night of war.

**T**HREE is one country in the world which illustrates everything brilliantly and dramatically and that country is France. It seems that the French are just a little more intense in doing things than are the rest of us. They sound more dismal depths of despair and they touch more glorious mountain-tops. They are more emotional in their feelings. Patriotism has always been associated with France.

**A**T the time of the Revolution they had a monkey in Paris that was trained so that when you said, "Aristocrat" or "Monarchy," he immediately flew into a violent passion. But, if you said to him, "Good patriot," he showed every symptom of joy and satisfaction. Daniel Webster says with his sly humor that they regarded the monkey as a miracle; but to him it didn't seem strange. We have to confess on our side at times a mental insufficiency so that we call a general election. We have a great many who will respond just as quickly to party cries as did the monkey who was considered a nine days' wonder in France. But, it was not in the fanaticism of the Revolution that France showed her spirit. France shows her patriotism best in her hour of humiliation and anxiety, as in 1870 when she was at the mercy of her most relentless foe. Then later, when France saw the blood of her brave sons flowing in streams, what a spirit she had! Those boys, singing like larks, and those

French women from whose radiant countenances the smile of confidence and victory, even in the darkest hour, never failed!

I PAST thru Paris the Sunday before the Armistice. The air was tremulous with excitement. There were eight thousand Frenchmen in one place held by the inimitable spell of French oratory. Then there came forth one of the leading singers of the Grand Opera, radiant, white, and sang the *Marseillaise*—that wonderful hymn of patriotism. With every note and every chord, you could feel the passions of the last hundred years vibrating in human temples which seemed scarcely able to withstand the strain. Next to the passion for the great Creator, the most pacifying passion that can sweep thru men, is love for the institutions and respect for the laws of one's country.

BUT if this is not to be a mere sentiment and is to become a racial ideal, one or two questions must be asked. The first is this: Loyalty to what? Not loyalty to a single person. The age has gone by when Louis XIV could say, "L'état c'est moi"—"The State, it is I"—and obsequious followers could say, "We are the servants of the most grand monarch in all the world!" It is not loyalty to geographical territory. A man does not cease to be an American tho he be treading the jungles of Africa, and there is more truth than fun in what the Irishman said—"A man will love his native land, whether he was born there or not."

I T is loyalty to one's people and to the traditions of one's people—the laws and spirit of one's people.

A T the time of the Spanish-American War, the Spanish fleet got lost once, and there was real anxiety in New England for fear it would share the universal desire of all travelers, to pay a visit to Boston. One Boston lady said, "It makes no difference. Boston can never be destroyed, because Boston is not a place; it is a state of mind." America is not bounded by the Atlantic and the Pacific and the Gulf of Mexico. America is bounded by her ideals, her spirit and her aspirations. America is a spiritual reality, not a geographical entity and, therefore, true loyalty is loyalty to the highest and noblest in American life. Not, "my country, right or wrong," but "my country, its rights, its justices, its traditions, its freedom." That is what we demand—every man's loyal thought and the last drop of red blood that flows in every patriotic American body.

A ND, just one other question: (altho I enter on this with very great diffidence, seeing that it is exercising the ingenuity of the best statesmen of the United States). How shall I relate my loyalty to my own flag to those obligations which my bond with humanity imposes on them? I know a great many absurd extravagances have been uttered by humanitarian enthusiasts. We haven't the racial fusion yet. There is a great deal in what Moliere said, "L'ami du genre humain ce n'est pas du tout mon fait"—"To be a friend of the human race is not my role," because the friend of the human race is very often the friend of every country but his own. He is something like the doctor in Gallipoli who gave this diagnosis of a soldier: "Two of the wounds are fatal, but as to the rest of the wounds, I think, with proper care, they can be cured."

THERE is a great deal of practical sense in the advice of the practical American woman who said, when they wanted to clean a meeting out, "Let everybody clean around his own seat and then the whole place will be clean." But, at the same time, no matter who we are, we are members of a common humanity; we cannot separate ourselves. The patriot who said, "It is a pleasant and fitting thing to die for one's country," said, at the

same time, "The brave man is as much at home in every country as the fishes are in the seas." There are transient human virtues that go beyond the limits of a country and make us a part of all mankind; but it is the grand virtues that do that, not our littlenesses, or our narrownesses.

I THINK we should recollect the advice given to the Chinese emperor about the statues that were being made in memory of his ancestors. "We make statues to the memories of our ancestors. They are painted yellow, and when a rat gets inside, we cannot put the statue in the water because that would wipe out the face of the ancestor; we cannot smoke the rat out, because it would defile it, and so the rat is safe." There are times when men come to us to perpetuate iniquities. If we raise our finger, they say we are enemies. It is the rat in the statue that is the enemy, not the hand that is raised to drive it out! It seems to me that the solution of the problem is this; to cultivate within our own land and our own hearts the very best of virtues and to drive out rats that exalt the country with words, not deeds.

I T is right to say that every man must think his own land and his own town the best; even tho evidences in the town may be horribly against him; but not by extolling it and depreciating others. National modesty is one of the crowning virtues.

### From the Athenian Oath

WE WILL never bring disgrace on this, our city, by an act of dishonesty or cowardice.

We will fight for the ideals and sacred things of the city, both alone and with many.

We will revere and obey the city's law, and we will do our best to incite a like reverence and respect in those about us who are prone to annul them or set them at nought. We will strive increasingly to quicken the public sense of civic duty.

Thus in all these ways we will transmit this city, not only not less, but greater, better and more beautiful than it was transmitted to us.

### We Are the People

THE reason why most of our civic governments range anywhere from not so good as they might be to pretty nearly as bad as they could be, is that most of us don't take enough interest in them. We leave them to be taken care of by others. We glory in being democratic, and then turn over the ordering of our streets, fire, police, public works, education, and parks departments to local autocracies. We know little or nothing of what is going on. We indulge in a smile at the aristocrat who needs a valet to help him dress, yet we never think of putting on our own civic garments!

When Theodore Roosevelt, as a very young man entering politics, was warned against going to the Republican association of his district, as he would meet there no one but "grooms, liquor dealers and low politicians," he said: "Then these belong to the governing class and you don't. I mean to belong to the governing class if I can."

He was right. His resolve to belong to the governing class should possess us all, for democracy is only possible in proportion as its members take part in running it. When we complain of high taxes, graft, waste, inefficiency in public office and so on, we are really complaining of ourselves. We are confessing that we know and care too little about civic affairs to do our bit toward seeing that the right men are put in charge.

Every man and woman ought to belong to the governing class.—*From the Report of the Committee on Public Affairs at the Salt Lake Convention.*





# The Rotation of Taxation

By Charles E. Lord



HE wheel is the symbol of balance and poise. As the insignium of the Rotary Clubs it stands for well adjusted co-operation of all classes and professions. It is well understood by Rotarians that one class in any country or community cannot be dealt with unfairly, for if this is done, the whole commercial fabric is imperiled. The present system of Federal taxation, which is now under fire in so many directions, is an example of how the financial burdens of the Government can be unequally and unfairly distributed.

SINCE I had the privilege of addressing a conference of the Rotary Club at Scranton, Pa., on this subject, many other organizations have followed the lead of the Rotarians in arraigning the objectionable features of the present system. Numerous resolutions have been adopted denouncing the tax on excess profits and advocating that which can be levied upon sales. In comparing these two methods of taxation, let us first consider the defects of the prevailing system. It is certainly one of the main factors in the high cost of living, the decrease of production, and the spread of industrial unrest.

ONE of its chief faults is that it bases the bulk of Government revenue on profits and income which are here to-day and gone to-morrow. It is an impost on a soap-bubble. With all its severities and all the difficulties that attend making a return on it and in paying it, the present method is not producing enough revenue now, and it is likely to yield less in the future. Concerns which are proverbial for their stability cannot keep up a uniform rate of profit with which to meet their Federal tax obligations. The excess of this year is likely to be the mere margin of next. The United States Steel Corporation, for example, paid a Federal Tax of \$274,000,000 in 1918, as against only \$52,000,000 in 1919. The difference of \$222,000,000 between these sums represents a direct loss of Government revenue, which can only be partly accounted for by a difference in rate. The high surtaxes on individual incomes are driving men of wealth to invest in tax exempt securities and thus to withdraw their capital from productive enterprises. So rapidly are the surtaxes on all but the most moderate incomes increasing, that it is impossible for persons of moderate means to accumulate savings which may become the backbone of productive enterprises.

NO man with large capital, on the other hand, is going to embark on a new enterprise unless there is a chance for a profit large enough to offset the risk he takes. He knows very well that if he makes a substantial gain, the Government is likely to take half of it in taxes.

THE effort to escape the payment of excess profits taxes has prevented careful management from reaping its customary reward, and over-capitalized business directed by a prodigal hand is favored, under the present order, as against enterprises conducted with foresight and prudence. There is a growing belief that the prevailing form of taxation is un-American in principle, as it seeks to make one citizen pay more proportionately than his neighbor, and to tax endeavor in such a way that it rewards those who do not make endeavor.

THE remedy for this state of affairs may be easily found. Tax theories may come and go; but the physical activities of the world, from time immemorial, have been translated into terms of buying and selling. If a tax is levied on sales, we reach something far more substantial than profits and income. Such a measure is an honest, straightforward consumption tax. He who pays little, is taxed little. Every citizen thus contributes his fair share towards the support of his Government, be he rich or poor. As his scale of living rises, his tax burden increases. This is justice, rough-hewn and elemental. It is the square deal applied to taxation.

UNDER the method proposed, a 1% tax could be collected monthly, thus lifting from the necks of the people the heavy load of back taxes and obviating the borrowing of money by the Government in anticipation of eventually collecting its due. It would be a very simple matter for any firm or individual merchant to record the sales of commodities and for the Federal authorities to examine the record of the books and collect from the vendors the taxes upon those transactions within the next fifteen days of the following month. No elaborate system of accountancy; no interminable red-tape would be needed; a steady stream of revenue would be assured. A one per cent tax on sales, when we consider the passing of commodities thru several hands from the producer to the consumer, would be equivalent, practically, to three per cent. and should meet all requirements. This is far better than the thinly disguised excess profits tax now in vogue. It is an open secret, and it is a fact admitted by Government experts, that under the existing system of taxation a load of at least 25 per cent has been piled upon prices. Of this amount no considerable part ever reaches the Government.

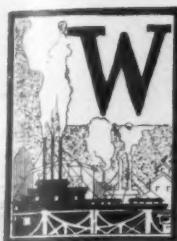
IF, for the excess profits tax, there were instead a tax on sales, the revenue thus obtained would go to the Government. The consumer at the same time would save, as he would no longer be bearing the expense of costly management, fostered by the prevailing method of taxation, nor would he be piling reserves in the bank-accounts of the dealers, to enable them to meet an undetermined and indefinite tax.

THOSE who have gone into this matter thoroly, declare that the sales tax would readily produce sufficient revenue. The volume of sales in the United States is sufficiently large to yield a tax of \$2,000,000,000, which, combined with a proper method of income taxation in the form of a straight normal tax upon individual and corporate income above an exemption which will free the workingman and man of small income from all Federal taxation excepting the sales tax; and possibly surtaxes upon that portion of individual income which is earned without effort or risk measured by the capital which produces such income, together with certain excise taxes such as the present tobacco taxes and customs duties on imports, would afford a fixt income for the Government and restore financial stability, at the same time making an equitable adjustment between income taxation and consumption taxation and furnishing a method whereby all the taxes will rest where they are intended to fall. I believe that a change in our method of Federal taxation along the lines here suggested, would make for a return to sanity, solvency and lower prices.

# Justice and Industrial Relations

By W. L. Huggins

**T**HIS address by Rotarian Huggins, Presiding Judge of the Court of Industrial Relations at Topeka, Kansas, was delivered before the Eleventh International Convention at Atlantic City, N. J., U. S. A.



E are now in the midst of a most brutal and destructive industrial warfare. It is world-wide. If prompt and concerted action be not taken, the present struggle may yet prove disastrous to liberty and democracy, and the fruits of our military victory may be turned to ashes. The new battle is being waged around the relations of employer and employee, capital and labor, the wage-payer and the wage-earner. Selfish, cruel men are seeking to inflame class against class, the poor against the rich, the ignorant against the intelligent.

I AM here for a very definite purpose. I am a citizen of a community which has undertaken to provide legal measures for the settlement of industrial disputes and to protect the general public from the evils of industrial warfare by the orderly processes of the law.

EMPLOYERS are thoroly organized under the laws of incorporation. They speak on all matters of mutual interest with one voice. The employes, on the other hand, are organized with equal thoroness under the modern labor unions and confederations of labor unions. They also speak with one voice on all matters of their mutual interest.

THE responsible head of a great industrial corporation refuses to meet his employes and discuss with them matters in dispute. The responsible head of the organization to which his employes belong, in retaliation, calls a strike. The strike is attended with the usual features of violence and intimidation. The employes not only quit work themselves, but by force and arms prevent others from working in their places. The employers call upon the state to protect life and property and preserve the peace. The military or constabulary is called upon, and civil war ensues. Great economic waste results. Some men lose their lives. Women and children suffer for the necessities and comforts of life. The industry ceases and the general public is called upon then to suffer with the combatants. In the end no good is accomplished and the bitterness of the hatred engendered will last for a generation.

IF democracy is to survive we must evolve a lawful solution of these constantly recurring industrial disputes, which so vitally affect the peace and prosperity of every class of our people. Under the common law since very ancient times, certain industries and vocations have been regarded as imprest or affected with a public interest. The inn, the blacksmith shop, the grist mill, are familiar examples. In the United States, the government regulates that class of industries known as "public utilities" in the interest of the general welfare. The legislature of my state, in attempting to find a solution for industrial problems, adheres strictly to the established principles of the common law.

WE have founded this legislation upon the principle that certain industries and vocations are affected with a public interest. We have added to the long accepted list of industries so affected those which directly

and vitally influence the supply of food, clothing and fuel. These three classes of industries, together with those which heretofore have been known as public utilities, are deemed "essential industries," and are by legislative action declared to be subject to regulation. The legislature of my state in this new industrial code has attempted to do two new things only:

First, it has imprest with a public interest the manufacture of food and clothing, and the production of fuel.

Second, it has declared labor as well as capital invested and engaged in these essential industries to be imprest with a public interest, and to owe a public duty.

THE other provisions of the law merely establish the procedure by which the Court of Industrial Relations functions in adjudicating controversies and in the regulation and supervision of the essential industries for the purpose of preserving the public peace, protecting public health, preventing industrial strife, disorder and waste and securing the regular and orderly conduct of the businesses directly affecting the living conditions of the people.

THE Kansas Court of Industrial Relations is emphatically not a tribunal for arbitration. The Kansas law is based upon the principle of adjudication, not arbitration. The law provides for the adjudication of industrial controversies in the same orderly way, and by the same kind of tribunal, as have been used in the adjudication of all other classes of controversies for hundreds of years.

THE Kansas industrial code provides for a Court of Industrial Relations consisting of three judges to be appointed by the governor for definite terms. It provides said court with a staff of expert engineers, accountants and examiners. It gives the court jurisdiction over all the essential industries in the state. It provides that, in case of a controversy between employers and workers, or between crafts or groups of workers, engaged in any of said industries, if the controversy shall reach the point that it endangers the continuity of service, the supply of the necessities of life, threatens the public peace, endangers the public health, or affects the general welfare of the people, that the court upon its own initiative, or upon the application of either party to the dispute, or upon the petition of the Attorney General, or upon the complaint of ten citizen taxpayers of the locality, shall take jurisdiction, shall investigate, determine and adjudicate such differences, make findings of fact and issue an order in the premises. By such order the court may fix rules and regulations concerning hours of labor and working conditions, and establish a minimum wage or standard of wages, all of which must be observed by both parties unless changed by agreement of the parties and approval of the court. It provides that if either party to the controversy be dissatisfied the matter may be taken directly to the Supreme Court of the state for review and shall be by the Supreme Court given preference over other civil cases in the matter of an early hearing. Thruout the controversy and litigation the industry must continue to operate. In other words—when a

private quarrel between employers and employes approaches the point at which open hostilities and industrial warfare are imminent, when the homes of the land are threatened, when the health and comfort of women and children are jeopardized, the state in the exercise of its police power, steps forward and says: "Hold! Thou shalt not!"

THE prime purpose of the industrial law is the protection of the public against the inconvenience, the hardships, and the suffering so often caused by industrial warfare. It protects every citizen in his God-given right to work, to support his family like a free man without molestation and without fear. It confirms the right of every man to quit, to change his employment like a free man; but it forbids him either by violence or by intimidation to prevent others from working. It assures capital invested in the essential industries freedom from the great economic waste incident to industrial warfare. It offers a fair return upon such investments. It guarantees to workers engaged in these essential industries a fair wage, steady employment, and healthful and moral surroundings. It gives to employers, to employes, and to the general public alike an impartial tribunal to which may be submitted all controversies vitally affecting the three. It declares anew the democratic principle that the will of the majority legally express shall be the law of the land. It prohibits and penalizes the rule of the minority by means of intimidation. It prohibits trial of industrial disputes by gauge of battle, and it offers in place thereof a safe, sane and civilized remedy for industrial wrongs.

SOME have called this effort to compel capital and labor to cease industrial warfare an infringement of corporate and individual rights. If so, it is simply a restatement of the old principle that the rights of the many are superior to the rights of the individual; that every man's rights leave off where his neighbor's begins; that no man may so use his own to injure others.

THE Legislature of my state in the Court of Industrial Relations has provided a tribunal in which justice is administered without money and without price. The penniless man, if he be engaged as a worker in any of the essential industries, may come into this court with his complaint. He is not required to give security for costs nor even to pay his own witnesses. The state provides him with legal advice, with expert accountants and

engineers, and with trained examiners who will investigate his case, prepare his evidence and present it to the court without a penny's charge. The law enjoins upon the court that it shall do all things necessary to develop the facts in the case.

THE law does more than this for the worker. It provides that if he be dissatisfied with the adjudication of his case by the Court of Industrial Relations, he may take it for review to the Supreme Court of the state. The transcript of his evidence is prepared for him, and he goes with his grievance and with all his evidence to the Supreme Court, still without a penny's cost.

THE court has already, in one of its orders, defined a fair wage. It has said that a fair wage is one which will enable the frugal and industrious working man to provide himself and family with all the necessities and a reasonable share of the comforts of life; that in addition thereto, a fair wage should provide opportunities for intellectual advancement and reasonable recreation; that a fair wage should be such as to enable the parents working together to provide the children with good moral surroundings, opportunities for education and a fair chance in the race of life; that a fair wage should enable the frugal man to provide for sickness and old age.

FURTHER than this, the law has extended to unorganized the same opportunity as to organized labor, and so the individual worker on his own responsibility may invoke the jurisdiction of the court to protect him.

HERE is one question which I will not debate with any man. It is the question of obedience to the law of the land. Loyal, patriotic citizens will obey the law from choice, and the other kind will obey it from compulsion. I believe that the great majority of organized workers in America are loyal and patriotic. I am not disturbed by the loud boasting of some of the alleged leaders that "organized labor will not give up the right to strike, law or no law." But this declaration on the part of some of the responsible heads of organized labor has joined the issue in this country. The question thus is: "Shall democracy prevail and the will of the majority legally express remain the law of the land, or shall Bolshevism take the place of democracy?" The issue is plain and it cannot be misunderstood.

## The World's Miser

A MISER with an eager face  
Sees that each roseleaf is in place.

He keeps beneath strong bolts and bars  
The piercing beauty of the stars.

The colors of the dying day  
He hoards as treasure—well He may!

And saves with care (lest they be lost)  
The dainty diagrams of frost.

He counts the hairs of every head  
And grieves to see a sparrow dead.

To show in every spot and place  
The living glory of His face.

Among the yellow primroses  
He holds His summer palaces,

And sets the grass about them all  
To guard them as His spearmen small.

He fixes on each wayside stone  
A mark to show it as His Own,

And knows when raindrops fall through air  
Whether each single one be there,

That gathered into ponds and brooks  
They may become His picture-books,

—From "Poems" by Theodore Maynard. Copyrighted by Frederick A. Stokes Co., New York. Reproduced by special permission.

# Business Today and Tomorrow

By Charles Edward Mitchell

*DELIVERED before the Eleventh International  
Convention at Atlantic City, N. J., U. S. A.*



OWN thru the centuries, the commercial progress of mankind can be ascribed more directly to the power of co-operation than to any other force. The more intense, the more universal, such co-operation in any period, the greater the degree of progress. The less the co-operative spirit and the greater the degree of friction, the greater the break in progress and the slower the development of the individual. Show me a community the merchants of which are co-operating, not only to the end that there may be local harmony and happy competition; but to the broader end that such goods as are produced and are sent out to other communities are quality goods, manufactured and sold under the highest standards of business ethics, and I will show you a community in which the individual merchant and manufacturer is prosperous and happy, a community which is enlarging itself and gaining a prestige that reacts favorably upon every merchant therein. Show me a community where there is class friction, or where the merchants are satisfied to have their communities self-contained, confining purposes only to what is produced in that community, yet hoping withal to send its excess products, be they good or bad, beyond the confines of such community, bringing back moneys therefrom which shall be spent locally, and I will show you an ingrowing community, one whose doom is written, regardless of how great the natural advantages of that community may be.

PAINT these pictures with a larger brush, make them applicable to states and to nations and like deductions may be drawn. A new era in American business and finance began with the opening of the European war. Almost with the first shot that was fired, our factories received orders beyond their productive capacity, our railroads were called upon to carry an unusual burden of traffic, from raw material source to factory, and from factory finally to seaboard. Our financial resources were forced to extend themselves to re-purchase American securities which had been sold abroad and which now returned rapidly and in volume, in order that credits might be set up for European needs. Our banks began to feel the added strain of commercial needs. The investment market was called upon to float securities of corporations and of foreign governments, in amounts that staggered the imagination. An exodus of foreign labor, answering the call of their colors, depleted our labor supply, the demand for which promptly exceeded such supply, resulting in a sharp advance in wages. Profits began to flow to our people. That gave them a taste for improved living conditions and for luxury that added to the already excessive demand for an already inadequate supply of products from field and from factory, the competition for which brought progressive price increase. Inflation, on a scale never before known in our history, had set in.

OUR own entry into the war, with the colossal government expenditures covered by popular loans in incomprehensible amounts, the further exodus of labor that entered our army and navy, the demand for goods far and away beyond possible production and the neces-

sary imposition of new and burdensome taxes, only increase the difficulties of the situation, adding to inflation in a truly dangerous degree.

THE job that America did in those trying days was, on the whole, creditable. Of the things that we did well, true co-operative effort was the cause, and in those things where we fell down on our job, the real cause was lack of co-operation and disregard of fair course of procedure, resulting in friction between labor and capital and between Government and incorporate bodies.

THE fact that the United States was in the war itself, that its citizens were sacrificing their lives for victory to our arms, inspired co-operation; but when the war ceased, that inspiration lost its potency. A taste for ever-increasing profits in wages and the growing appetite of every class for more and more of the comforts and luxuries of life became apparent. With the satisfaction of these tastes and appetites, there occurred an ever-increasing unwillingness to exert and to labor.

AN increasing personal demand for things, and a decreasing inclination to produce things, has brought, as it was bound to bring, nothing but bitterness and unrest in its wake. Individual greed, supplanting sound, co-operative, fair effort, endangers us. The police power of the natural economic law, which precludes indefinite inflation and extension, and the necessity for work, hard work, if demand is to be satisfied by supply, is now in evidence, and that force is naturally being resented.

AN increase in the general commodity price list of over 130 per cent. above pre-war levels has more than doubled the value of inventory at manufacturing plants and on merchants' shelves.

A BREAK-DOWN in the efficient operation of our 250,000 miles of transportation lines, resulting in part from unfair treatment of our railroads by the people whom they serve, and in part by demands of labor throughout the country, but, especially at our Atlantic seaports —this latter, by the way, congesting freight far back into the middle of the continent—is actually necessitating the carrying in process of transportation of a volume of goods by merchants and manufacturers which in some cases I personally know to be the equivalent of the quantity carried in plant and salesroom. In such instances, even with no greater production, the carrying of an adequate inventory has resulted in an inventory book account of four times the normal. The demand for commercial accommodation at banks, thus enormously increased, has been added to by borrowing demands from individuals, who, engulfed in the world of spending, have failed adequately to save and must still have help to carry their liberty bonds purchased under the inspiration of patriotism. Again, they have been increased by enforced government borrowings, to meet expenditures authorized by a lavishly extravagant Congress.

THE burden on our banking system became so great six months ago that it became obvious even our elastic Federal Reserve System could not bear any added strain without an indefinite suspension of minimum re-

serve requirements and without being content to lean on the slender and dangerous reed of an unsupported paper currency, a proposition that could not, and, praise God, will not, be countenanced.

**I**NFLATION reached its peak; the danger flag was out; the pressure of the economic law was making itself felt. Indications of what is happening in the enforcement that will tend toward deflation are apparent. The New York Reserve Bank re-discount rate has increased within six months from four and a half to seven per cent. Borrowing rates on prime commercial paper are seven and three-quarters to eight per cent. today against a pre-war, ten-year average, of four and seven-eighths per cent.

**W**HILE there is comparatively little evidence that deflation has started as yet, there is abundant evidence that inflation has been halted.

**Q**UADRINARILY periods of inflation end in panic and predictions of panic have been rather freely made; but by virtue of such free prediction and rather widespread preparation therefor, it is a safe hope that panic will not appear.

**I**T is, after all, merely a question as to whether or not all classes of American commerce are willing to co-operate to bring about sane, slow and steady deflation, or whether resentment against the inevitable, accompanied by bitter attempts of one class or another to avoid for itself the burden and the sorrows of deflation by shifting processes which must ultimately be futile in effect, will force the old economic law to take us, as a unit, by the nape of the neck and shake us thru panic to a proper recognition of, and submission to, her inexorable requirements.

**T**HE country needs sound thinking and co-operative action from the leaders of all classes in America. Every man at this Convention is adversely affected if the railroads are not promptly given rates which are adequate to rehabilitate their credit and permit them to supply sufficient equipment and terminal facilities to handle properly the country's freight.

**E**VERY man, whether he be from New York, Chicago, or San Francisco, is adversely affected by lack of co-operation by labor in Atlantic ports, resulting in serious backing up and congestion of freight half across the continent. Every man is adversely affected, if, because of class antagonism and lack of co-operative willingness, attempt is made to throw the immediate burden of taxation upon excess profits, so-called, of corporations and individuals of large means, for he who thinks may know that taxation must in the end be borne by the consumer. Any reluctance to apply taxation thus directly will inevitably result in doubling the tax again and again to the consumer who ultimately pays it.

**E**VERY man, whether he makes his home in the agricultural districts of the West, or in such industrial centers as Providence, Rhode Island, and Bridgeport, Connecticut, is affected by the means by which labor is to be transferred from factory to field, to the end that our food production may be ample for the nation's needs.

**E**VERY man is affected by what is to be done regarding labor efficiency in every other man's center, and what is to be done regarding immigration which has dropped from an average monthly arrival of 115,000 in 1913 to an average monthly arrival of 1,000 during the past year.

**T**HESE are all problems on which the country demands co-operative thought and endeavor to reach

the right and logical answer. They are the problems of today: but, looking into the future, perhaps as great and even more far-reaching in importance to each and every man is the question of our foreign trade and the attitude of American citizens generally thereto. It is perfectly natural, and, therefore, I am prepared to believe, that the member of the Rotary organization who is perhaps a grocery jobber at Des Moines or a boot and shoe dealer serving a local trade in Minneapolis, or a department store manager in Tucson, considers the subject of foreign trade as an abstract question in which he has no direct interest and that his personal pocket-book is unaffected by it. That is a great mistake. I go so far as to declare that each one personally is to be affected by the trend of foreign trade. One is sure to hear the contention made—and on the surface a plausible argument may be drawn—that the vast resources of the United States make us a self-contained country; that the products of our fields and of our factories should go to support only the demands of our own citizens; that prosperity is assured to all if we completely eliminate foreign trade, and that by divorcing ourselves from world affairs we will be able to hold ourselves aloof from entangling alliances, political as well as commercial and will live happily ever after.

**A** VERY pretty picture, indeed! Its counterpart is China, with the trade wall about it and its total absence of progressive development; or Mexico, a country with the very richest of natural resources, but with an isolation that has developed ingrown thought akin to barbarism—both countries that have refused nationally to co-operate broadly for the greater good of the world. We, with about ten per cent. of the world's population and approximately fifty per cent. of the products which the world consumes, cannot build a wall about ourselves.

**B**UT, there are more practical reasons still. I do not contend, that, given time for revision of the character of our agricultural planting and development, given time for the application of much of our factory equipment to the making of other products, we could not be self-contained: but such a process would take many years and would involve losses and waste incalculable.

**L**ET us assume the immediate stoppage of foreign trade. How would you from Des Moines, Minneapolis and Tucson, be affected? I will trace one article of export to find the answer. We produce, roughly, 12,000,000 bales of cotton annually. We have in the United States spindles to work up approximately half of that many bales. The balance ordinarily moves in export trade. Now, assume a halt to export. The surplus cotton rots in the fields or it piles up in warehouses or on plantations. The banks, not only in the South, but at every financial center, become choked with cotton paper that cannot be liquidated. The cotton sections of the South become bankrupt, or, in any event, activity ceases: planting declines; labor fails to find employment; the buying of commodities of a basic as well as of a luxury nature ceases. The demand of the South for everything from shoes and flour to automobiles and pianos, is cut down or is cut off entirely. Lynn, Massachusetts, Minneapolis, Minnesota, Detroit, Michigan, and Philadelphia and New York where these particular products are produced, are directly affected by the falling off in orders. As business closes down, they must cut down their demands on other centers and those centers must in turn cut down their demands upon others. Will your city be affected by it, Mr. Man from Des Moines, Minneapolis or Tucson? Your city is not walled about in trade; your very presence here assures it. Well then, would your own personal purpose be affected by it? Of course, it would! You, individually, are directly interested to see to it that the South has export demand for all the cotton

it can produce. The South must be prosperous, if you personally are to prosper to the full degree and the South can only prosper, mind you, as somewhere, in some other part of the world, there is prosperity that sets up a real demand for American cotton.

ARE you interested, then, in the prosperity of foreign countries? Of course, you are. I need not call the attention of men trained in business, as you are, to the fact that every account must find a balancing item. The word "trade" cannot contemplate sales only; it must include purchases. The sale may be cotton and the purchase may be wool or rubber or it may be one's own promissory note or the promissory note of the buyer, or his country's obligation; but, in any event, the balance must be struck by the amount of the purchases always equalling the amount of the sales. Now, that must mean that if this very desirable export business is to be ours, we must foster imports, and we must co-operate to the end that our countrymen be so cosmopolitan in their views of credits, that they will buy freely of the obligations of foreign nations and their commercial interests for investment account. It must mean that Mr. Man from Denver, Minneapolis and Tucson must co-operate with Mr. New Yorker and Mr. Philadelphia not only in seeing that their representatives in Washington skilfully ease the barriers to foreign trade; but that the ships which leave our ports are loaded with quality goods, honestly made, fairly represented, and accurately accounted for.

AMERICAN goods and American business methods must be popularized abroad and any tendency to use the foreign market as a dumping ground for occasional excess products, or for any inferior products unsalable at home, cannot fail to take away the confidence of foreign buyers, for they are seeking permanent and high-grade trade relationship. Such action will make more difficult the progress of American manufacturers and merchants who are entering the field with quality goods, in the hope of establishing regularity of demand, based on the highest of business ethics. Let us not be fearful of being swamped with imports that have been produced perhaps with cheaper labor than ours. Any country will, in the long run, export more than its imports, or make in the aggregate more than its people can consume. If wages are lower in some countries sending goods to our shore than they are with us, you may be sure that the machine equipment of that country is small and its productive capacity is small. The demand for commodities in that country will keep pace with the productive or exporting capacity they can reach. Their own imports will grow with their exports, and our exports should be made at least a share of their imports. The safety valve always lies in the fact that the balance of sales must be struck against purchases with others, just as it must be with us.

NOW let us consider this phase of the matter. During the ten years prior to the European War, the annual balance of trade in favor of the United States on merchandise was approximately five hundred million dollars, annually. This merchandise balance or so-called visible balance, was approximately offset by interest and dividends on American securities held abroad, by freight shipments paid to foreign ships, by expenditures of American securities abroad and by insurance premiums paid by Americans to foreign insurance companies. Such offsetting items to the merchandise accounts are known as the invisible balance, invisible because they are not recorded at the Custom House and are never accurately known.

THE war has disturbed that state of equilibrium. American securities formerly held abroad have been

re-purchased, and we have made loans running to an aggregate of about thirteen billion dollars on which interest must now be paid. The pre-war interest and dividend debit in the invisible balance account was one hundred and sixty million dollars a year, while the credit balance is now one hundred and twenty-two million dollars, on private capital interest account alone, and will in 1923 be increased to seven hundred and forty million dollars by interest on public moneys loaned abroad, our Government having agreed to fund such interest until that year. Now I will not bore you with statistics. Suffice it to say that by 1923 we will probably have net credit invisible balance in our favor of some three hundred and fifty million dollars a year, instead of a pre-war debit of over a half billion. This means that if our export merchandise trade is any larger than in pre-war days—and mark you, it is already now for this year probably three billion dollars—but assuming that it is no larger than it was in pre-war days, which was a half billion dollars on merchandise, and continues as large, imports or the acceptance of foreign credits for investment must increase by eight hundred and fifty million dollars annually, if the trade account is to find its balance.

IF you agree, however, that it is to our advantage always to increase our export trade, using to the full for the outcarriage of American products the great fleet of American merchant marine which the war has given us, then realizing always that the balance must be struck, we must look forward to and foster increasing imports from foreign lands. Let us not be so narrow-minded as to adopt or foster a policy of exclusion. Rather let us open wide the doors, believing that it is in our self interest, that that which can be best and most economically produced in one corner of the globe, be there produced and delivered for our consumption. With the God-given natural resources of the United States and the aptitude of her people, there should always be produced a character of goods at a price in this country that will be in large demand in every corner of the globe.

WE have a lesson to learn in the development of world trade that must ever be balanced by goods and accounts and investments. It is a lesson in intensive co-operation. A co-ordination of the action of government and commerce must be established, a co-ordination such as is evident in the progressive development of the heretofore leading nations in world trade, where finance has always been the handmaiden of commerce, and government has stood by as a good mother, ever fostering and protecting.

REGARDLESS of the results of the coming election or the platform on which the winning party walks to victory at the polls, the time has come when American business men must unite in demanding of a new administration the firm establishment of a policy of protection for American life and property on foreign soil. It must also demand a revolution in the character of our diplomatic and consular service. The men selected for that service are samples of Americanism set in the international show-window, indicating what can be looked for in the man at home and they should be selected, with the same care with which each one of you has been selected, as representative of the standards of your trade or profession. Our pre-historic ancestors, from a stage of perfect isolation, found it to their self-interest to co-operate, and from that moment, commercial co-operation has been the mainspring of commercial progress. The ills of business today are, after all, the lack of it. They can be cured by it. The possibilities of business in the near future will be marked by the degree to which we are able to co-operate.

# The Sunny Side of the Boardwalk

By Ralph Bingham

## Geographical Note

**A**T the Pennsylvania Station in Philadelphia upon seeing a sign over a gate, "Special train for Rotarians," a sailor half seas over said: "Where's 'Rotarians'? "Snew town on me."

\* \* \*

## "He's a Bird"

**S**OME wit remark on Pageant Night that the "doves of peace" was a "delegate" compliment to Past President Leslie Pidgeon. Oh Shux!

\* \* \*

## Look Pleasant, Please

**A**FTER that standing photograph of the Convention was made one Rotarian yelled: "What am I to do about my seat, Mr. President?" And a loud voice answered: "See a tailor."

\* \* \*

## Which Reminds Me

**T**HAT a Philadelphia Rote wore a new set of harness not assembled by his own tailor, whom he ran into on the boardwalk.

"New suit?" said the tailor.

"Yep—Bran new," responded the Rotarian.

"Who made it?" queries the tailor.

"Oh, a regular tailor made it," said the Rote.

"For whom?" smiled the tailor—and the ocean roared.

\* \* \*

## Music Hath Charms

**W**HILE that gorgeous band from Paterson, N. J., was playing a brilliant Russian Caviar or something, there was a "full measure rest" right in the middle of a loud double forte phrase, and as the silence smote, the high tenor voice of an English delegate screamed: "And he's very clever at limericks."

\* \* \*

## A Kingular Soincidence

**H**ELLO, Rote, where you from?"  
New Brunswick."

"You vote in New Jersey?"

"Oh, no, in Saint Johns."

"Oh, from Canada—I'm from Hamilton."

"Ontario?"

"No—Ohio."

\* \* \*

## George Washington Note

**T**WO Canadian delegates and a bird from "Beantown" were discussing cold, and the first Maple Leaf said: "It was so cold in Quebec last winter that a chap leaning over tying his shoe froze in that position and they had to bury him in a bass drum. Rather chilly, eh, wot?"

The Bostonese said: "Yes, but it was quite cool in Boston, too. You know the statue of Abraham Lincoln on Boston Common, where he stands with one hand on a little negro's head?"

They did.

"Well," Boston continued, "it was so cold in Boston one day last winter that Lincoln took his hand from the darky's head and put it in his pocket."

And the other Canadians sighed and said: "Ah, the Americans are a wonderful race."

## Versatility Note

**T**O be a successful "end man" in a minstrel First Part on Wednesday and be elected a vice-president of Rotary International on Friday is "showing some speed," we'll say. Bob Timmons of Wichita did it.

\* \* \*

## Epicurean Etching

**H**ARRY T. JORDAN, Night Mayor of the Dandy Fifth's Horse-pitality Hut, said to one of our Philadelphia Rotarians with a coffee stain on his white tie: "No gentleman has a right to dip his roll unless he wears a brown necktie."

\* \* \*

## H. C. O. L. Again

**O**ne English delegate referred to it, playfully we hope, as "the Hotel Paymore."

\* \* \*

## Easy Terms

**C**APTAIN BEN ADAMS of the Philadelphia Club—Grand Marshal of our parade—made me captain of the Members' division, and not being up in military tactics,

when we hit that island in the board walk ferninst the Steele Chase Pier, how to get them by was a question—but a brilliant thought flasht into the ivory and turning to the company I gave the order: "Companeee—fifty-fifty." And they melted past—perfect.

\* \* \*

## A Horse on Him

**M**RS. WILLIAM J. GERHAB told a delegate from Idaho that clever wheeze about the boy "out west" who had been raised from babyhood on a horse ranch and his mother having died in his infancy had never seen a woman. Having grown to manhood, he goes away, and seeing a woman, marries her and takes her back to the horse ranch to live. A little later his father calls at the horse ranch to see how he is progressing, and not seeing the woman asks the son where she is, and the son replies: "She broke a leg yesterday and I had to shoot her." And the Idaho man promptly said: "It's a darned lie."

\* \* \*

## We Pickt No Pockets

**"B**EST convention we've ever entertained here," said Atlantic City's Chief of Police; "no one had their pockets pickt all week."

\* \* \*

## Some Specialization

**T**WO Rotarian "Docs" met by chance in the Fifth District "HOSTILITY HUT."

"Good morning, I see you are a doctor."

"Yes, are you?"

"Yes—a specialist."

"So am I—the nose."

"Really?—Which side?"

\* \* \*

## Mack Sennett, Please Write

**T**WENTY-EIGHT bathing beauties from Los Onglaze, California, wearing one piece bathing suits made the life guards blush so that their red sweaters lookt pink. Guess they never got a slant at Bill Phillips Jin-Rickshaw Uncle Henry Wiederhold in the Grand Parade. Bill wore a "no pease" suit—yea, bo!

# Secret Writing

By W. Scott Schindler



INTEREST in secret writing — that strange science of cipher and code messages—was aroused during the Great War. "How," one often wondered, "did enemy spies in America get their reports safely to their home office?" The Allies controlled all overseas mails and cables and yet enemy agents in America seemed to have little trouble in communicating with Headquarters in the Fatherland.

Various systems of ciphers were used by means of which were sent, via neutral countries, innocent looking messages that appeared to say one thing, but that in reality said something very different.

IT IS interesting to compare the systems of secret communication used by modern nations in time of war with the methods of the past.

The art of secret writing dates back to Bible times. We find an account in Jeremiah (XXV-26), where the Prophet, to conceal the meaning of his prediction from all but the initiated, writes "Sheshak" instead of "Babylon"—the place meant—simply a pre-arranged change of certain letters in the Hebrew alphabet.

The Spartan rulers, on sending a general forth on an expedition, would provide him with a round stick of wood of a certain length and thickness, of which they would keep an exact duplicate. When they wanted to send him instructions they would take a long, narrow strip of parchment, roll it around the stick and write the message on it. They would then send the parchment to him, but without the wood. The strips of parchment alone could not be read, all the characters being broken up. "But," as described in *Plutach's Lives*, "taking his own staff he winds the strip on it, restoring all parts in the same order and so it can be read."

THE earliest known teacher of the science of "Cryptography" (from the Greek, *kryptos*—hidden), was the Abbot of Spangheim, who in the year 1516, wrote a book that became the basis on which future students workt. We find many of the private letters and papers of King Charles I and his Queen, both of whom were adept cipherers, in complicated numerals that long defied unraveling. They were finally deciphered by a Professor Wheatstone in 1858. Another Royal Cryptographer was Charlemagne, who used a curious cipher in parts of his correspondence.

John Haswell (*Century Magazine*, Nov., 1912), tells the story of Silas Deane, who was sent to France by the American Continental Congress to purchase arms and ammunition. To this very delicate duty was added the mission of sounding the French authorities as to their position toward the American Colonies "should the Colonies be forced to form themselves into an independent State." Deane needed no pretext to explain his presence in Paris. He posed as one of the many pleasure-seeking visitors to that famous city. But how could he correspond safely with his co-patriots at home? We are told he adopted the simple trick of writing ordinary personal letters and then telling the real news in postscripts written in invisible ink. The recipient of the letter by applying heat to the paper would reveal the hidden message. Silas' scheme apparently workt—but this was 150 years ago. Today the trick of using invisible ink is known to every school-boy.

BY 1861 cipher and code messages were in common use, having been developt along with the commercial cables as a legitimate means of economy and secrecy in the import and export business.

Northern victories in several battles of the Civil War were due largely to the superiority of the Union Signal Corps in deciphering the Confederate signals. Instances were also numerous in which the Confederates succeeded in intercepting Union messages by tapping telegraph wires; but usually these successes were followed by failure to decipher the captured messages.

Systems of secret writing are based either on a cipher or a code. Both ciphers and codes are substitutions—the distinction being in the unit chosen as the basis of the substitution. Cipher is based on a substitution of symbols for letters. Code is based on the substitution of words or symbols for words.

Example of a cipher:

A, B, C, D, E, F, G, etc., would be represented by:

! ? % : = ( \$

But any message in so simple a cipher could easily be read by any expert into whose hands the message should be given.

In all languages there is a normal relative frequency of occurrence of the various letters of the alphabet. A rough key to any cipher that merely substitutes signs for letters may be had by examination of the relative quantities of letters in a printer's case. It will be found that in the English language the most frequently used letter is E, then T, then O. Expert decipherers have figured the normal relative frequency of occurrence of letters in the English alphabet as:

A	B	C	D	E	F	G	H	I	J	K	L	M	N
20	4	8	11	33	6	5	16	17	1½	2	10	8	19
O	P	Q	R	S	T	U	V	W	X	Y	Z		
21	6	¼	18	17	23	8	3	5	1	5	½		

Knowing this table, a decipherer groups and counts the unknown symbols of the message and substitutes the most likely letters. He is further assisted by the fact that letters used alone are A and I, while double letters are likely to be ee, oo, ff, ll, ss or tt.

A MOST fascinating story based on an enciphered message is Poe's *The Gold Bug*. In this tale the hero finds himself possest of a message written by Captain Kidd. The message appears to contain nothing but a series of meaningless signs and symbols. By using a "frequency of occurrence of letters" system the symbols are translated into words and the translator is rewarded by being directed to a fortune of buried treasure.

Poe appears to have been a deep student of every phase of the art of deciphering secret writing. The July, 1841, issue of *Graham's Magazine* contains Poe's *Challenge to the Public*, in which he claimed to be able to decipher any cryptogram that would be sent to him. He did not limit the ciphers to the English language; but invited problems in French, Italian, Spanish, German, Latin, Greek, or any of the dialects of those languages. It is said that of the hundreds of ciphers received, Poe solved them all but one, which proved later to be an imposition, a bunch of scrambled characters with no meaning whatever.

Altho it is admitted that almost any cipher message can be translated in time, still ciphers were much used

in the Great War for messages where only temporary secrecy was desired. A cipher message sent by telegraph, telephone, wig-wag, semaphore or any other military method that ordered a regiment to advance in one hour would be safe, for even if intercepted by the enemy it would take them more than an hour to decipher it, and after an hour, the information would be valueless.

**C**Odes are harder to translate by the outsider than ciphers; but codes are sometimes impractical as the correspondent must carry a code book or similar equipment. Codes have an additional value in that if cleverly used, they attract no suspicion when transmitted by telegraph or cable, or by means of a letter.

There would be nothing suspicious in the following cablegram from a New York stock broker to a banker in Holland: "Market price is 107." But suppose the broker and the banker were agents of an enemy country and their code books showed:

Munition ship	= offered
Troop ship	= market
Sailed from Norfolk	= price
Sailed from New York	= quotation
Sailed from Boston	= closing
Today	= is
Yesterday	= was
For Liverpool	= even number
For Bordeaux	= odd number
For Neutral Port	= number with fraction

Before the war, much international business was done by means of coded cables which allowed long messages to be sent by using a few words taken from a commercial code book. During the war, the Government required all messages to be in plain English; but many an innocent looking message got by and carried valuable information to the enemy. Also many an enemy spy found himself clapt into an American prison because his coded message to his Fatherland wasn't covered up quite cleverly enough to pass our American Secret Service, Post Office Department, Department of Justice and Military and Navy Intelligence Bureaus. All of these agencies workt in harmonious co-operation and captured many enemy plotters.

**T**HE cipher and code systems used in the war were many and varied. In one instance an obscure edition of a dictionary was used as a code book. Messages sent by means of this code were combinations of three figures: figure 1 referred to the page in the dictionary, figure 2 to the column on the page and figure 3 was the number of the word in that column. 119-2-11 meant page 119, column 2, word 11. This system could be further complicated by finding the desired words in some book other than the dictionary. While not so satisfactory or so speedy, such a system would be almost completely safe.

A simple system is made by forming the alphabet into a block as follows:

1	2	3	4	5	
A	B	C	D	E	1
F	G	H	I	K	2
L	M	N	O	P	3
Q	R	S	T	U	4
V	W	X	Y	Z	5

Or,

1	2	3	4	5	6	7	
A	B	C	D	E	F	G	1
H	I	J	K	L	M	N	2
O	P	Q	R	S	T	U	3
V	W	X	Y	Z	X	X	4

(NOTE: In the first block the letter "J" is omitted, and in the second block two XX are added in order that

the blocks may be completely filled.) In using the first block, the writer would use the figure 22 to represent the letter "G." In the second block he would use the figure 71 to represent the letter "G."

This system is too simple to offer any resistance to an expert decipherer; but can be complicated by making false divisions between words, using dummy words, spelling every second or third word backward, etc., etc., as the imagination of the correspondents may dictate.

About the cleverest of the simple cipher systems is that called the *Playfair* and used by the British Army. A description of it, found in the June, 1918, issue of *World's Work*, says:

"First a square is drawn and divided into fifths each way. This gives twenty-five spaces to contain the letters of the alphabet (J and I in the same square). Next a "key word" is chosen—and herein lies the cleverness and simplicity of the Cipher, for every time you change the "key word" the pattern of the alphabet is changed. Suppose "Gardenia" is chosen as the "key word":"

G	A	R	D	E
N	IJ	B	C	F
H	K	L	M	O
P	Q	S	T	U
V	W	X	Y	Z

(The second A has been left out, as there must be no duplication). Assuming that we want to send the message, "Destroy bridge at once." We first divide up the letters of the message into groups of two as follows:

DE ST RO YB RI DG EA TO NC EX

(The X is added to complete the group and is called a "null".) Where two joined letters of the message appear in the same horizontal row on the keyboard, the next letter to the right is substituted for each. Thus, the first two letters of our message are DE. They occur in the same horizontal row on the keyboard and the next letter to the right is substituted for each. Thus, quently for D we write E and for E we go "on around the world" to the right (or back to the other end of the row) and write G for E. This gives us DE enciphered as GE.

Where two joined letters of the original message appear in the same vertical row on the keyboard, the next letter below is substituted for each.

Where two joined letters of the original message appear neither in the same horizontal nor the same vertical row on the keyboard, we imagine a rectangle with the two letters at the opposite corners, and in each case we substitute the letter found on the keyboard at the other corner of the same horizontal row.

This sounds complicated, but it will be found to be quite simple. For example, take the third two letter group of our message—RO. The rectangle in this case is:

R	D	E
B	C	F
L	M	O

For R we substitute E, for O we substitute L.

Substituting our whole message by this system, it reads:

Original: DE ST RO YB RI DG EA TO NC EX.  
Cipher: EG TU EL XC AB EA GR UM IF RZ.

As telegraph operators are accustomed to send these gibberish messages in groups of five letters (so that they can check errors), these enciphered groups of two are

now combined in groups of five so that the finish cipher reads:

EGTUE LXCAB EAGRU MIFRZ

The foregoing sounds extremely complicated; but the truth is that anybody after half an hour's practice can put a message into this kind of cipher almost as fast as he can print the straight English of it and unless

the person who reads it knows the key word which determined the pattern of his keyboard, he would have to be an expert to decipher it; and even an expert could do it only after a great deal of work.

The United States Government as such has no cipher or code system. Each Department,—State, War and Navy has its own system—which, for the sake of safety is changed from time to time.

## President Bert Adams at the Convention

"MAY I be pardoned for just one personal word at this time, before the Election Committee report? I want to say a word to you, just as 'Bert Adams.'

I want to thank you for the wonderful kindness that you have shown me this week, for the help that you have given me, in trying to make this convention a success; and to thank you all for the love that you have shown me during the past year. If any credit is due for the progress of Rotary during the past year, it is due to the spirit and the love that you men have for Rotary, and of every man in every club. I do not feel that I deserve, personally, nor do I take to myself, personally, any credit or any great amount of merit for what Rotary has done during the past year, but, from the bottom of my heart, as sincerely as I know how to feel, I thank you for the opportunity that you have given me on so many occasions, of trying to do something for Rotary. You have been kind to me ever since the day I came into Rotary, back before the Buffalo Convention. I have never made a request of you Rotarians that you have not granted, it freely and generously; and to say that I love you, every one, is speaking only the simple God's truth, for I do. And now, as the end of my administration comes, I want to thank you again and again, not only for the things that you have done for me as an officer, but for the things that you have done for me just as Bert Adams, for, several times when the shadows have been pretty low about me, Rotary has put its arm around me and helped me back into the sunlight.

"BEFORE introducing or presenting to you your new International President, I want to tell you of a little incident that happened this morning that gave me as much pleasure as anything that has happened during this Convention. As I was standing out in the lobby, at the close of the morning session, a member of the Atlantic City police force came up to me and introduced himself. He said, 'Mr. Adams, I want to tell you that you have the most wonderful Convention that Atlantic City has ever seen. It has been the finest crowd of people and the best crowd of people, the best behaved crowd of people that I have ever seen in Atlantic City since I have been on the police force, and I wanted you to know that that is the way we felt about it.'

"I AM not going to say that I am glad to turn this job over to 'Pete,' because, honestly, I am not glad to do it. But if I have got to do it, there isn't anybody in all International Rotary that I would rather turn it over to than old 'Pete' Snedecor. With all the love and all the good wishes that I am capable of, and with every sincere promise that I can make to you, that I will give you the best I have got in me, for the next year; to help your administration to be the greatest that Rotary has ever had, I present you to the finest crowd of people on the face of God's earth. Fellows and Ladies: Your International President, 'Pete' Snedecor, of Portland, Oregon."

## Roger Motten Comes to Headquarters

ROTARIAN Roger H. Motten is now in charge of the Department of Cooperation with Clubs at International Headquarters. The Secretary-General feels greatly complimented in having been enabled to offer this position to Rotarian Motten and to have received his acceptance of the call to service.

Roger has been a Rotarian since March, 1916, when he became a member of the Colorado Springs Rotary Club. In that club he served on the Board of Directors for two years and was elected president for 1920-21, which office he resigned when he joined the Staff at Headquarters. In 1919-1920 he served as Governor of his district and during that year the district held the record for having the highest average in the International Rotarian Attendance Contest.

Dr. Motten (for Colorado College recently conferred upon him the degree of Doctor of Letters) has a place in "Who's Who in America," where it is related that he was born in Erie, Pennsylvania, in 1879, received his A. B. and A. M. at Allegheny College and then took post-graduate work at the University of Denver and at the University of Colorado. He has been a high school



Roger H. Motten

teacher, a college professor, state high school inspector for Colorado College, secretary of Colorado College, is author of "The Value of Poetry in the Schools" and some dramas, and has dramatized various works by standard authors.

He is a "Phi Beta Kappa," membership in which fraternity is based on scholarship. Also he is an "Alpha Kappa Psi," and membership in this fraternity is based upon demonstrated business ability. Best of all, he is a Be Ne Dict, having a lovely wife and two lovely children.

### Paris as a European Phone Exchange

FRANCE has a plan of telephone expansion which, when carried out, may make Paris the telephone "central" of Europe. The proposed scheme, according to information received by the Bankers Trust Company from Paris, is to reinforce existing international systems between London, Madrid, Rome, Berne, Berlin, Brussels and the French capital by the installation of about 250,000 miles of new trunk lines at a cost of one and one-half billion francs.

The details of the plan have been completed by M. Deschamps, Under-Secretary of State for Posts and Telegraphs, and a bill is to be introduced in the Chamber of Deputies asking for credits to carry out the scheme. M. Deschamps aims by the proposed expansion to improve the present system so that long distance calls will be as distinct as local calls; to increase the number of lines so that delays of several hours for calls between Paris and other cities will be avoided; to prevent a break in the service because of storms.



# ROTARIAN

## Love

MANY crimes are committed in the name of love, as is the case with all the higher aspirations of mankind, for there is no end of hypocrisy. We are taught that God, who is an eternal spirit of infinite perfection, is par excellence the God of Love. Love is an instinct, therefore which, if genuine, has in its essence the power to reflect God's infinite perfection. That this exquisite mirror is frequently sullied over with the dirty hand of human imperfection, who shall deny? Yet, no matter how tainted and dulled with evil, where there is true love there is at least the possibility of a reflection of Divine excellence. A man from the Mississippi Valley once came to New York, looking there for the great evils which he had heard existed in the American metropolis. For days he found nothing but the ordinary human faults, a little more glitteringly arrayed, perhaps, than in a smaller city; but still the same faults. Then, one evening at the ephemeral Folies Bergères, he heard a man remark, "I ain't ever loved anyone or anything and I ain't going to." This, he said later, was evil greater than any ever known before; but the remark was not sincere, for the man who made it, devotedly loved one of the most despicable and least lovable of God's creatures—himself. There was still a possibility of him becoming human.

## Neutral

WHEN Peisistratos was Tyrant of Athens, the fierce Athenian Democracy rose against him and his party and after days of fighting in the streets, drove him without the walls. After the victors had assembled in the Agora, a general amnesty was granted to those still within the city who had fought for the Tyrant's government; but those who had remained neutral were sentenced to death. The leaders of the people gave as their reason for this action the fact that any man who took so little interest in the City as not to take sides in a struggle of such importance to the City's welfare, was unfit to live.

## Statesmanship

BUDGING and would-be statesmen may take, as their elementary course in statesmanship, the following lesson: Secure a map of the world on Mercator's Projection and mark all the ports, islands and archipelagoes upon it which are under the jurisdiction of Imperial Britain. The result will show a path of conveniently located coaling stations around the globe. A British Fleet is never out of reach of

coal and repair docks. Consequently, a British merchant ship also is never far from a British port and as the result of an intelligent banking system, there is a British bank in every one of those ports to do business with the master of any merchant ship that calls. Most important of all, however, the Government of Great Britain fosters and encourages honesty in trade. When the representative of any British business house calls on a customer anywhere along the Seven Seas, the customer knows that his order will result in a shipment of merchandise of the same quality submitted in the salesman's samples. The sinews of Britain's naval power are provided by her reputation for honest dealing. That reputation is a priceless asset for the Empire. While it is upheld, the Union Jack will remain the emblem of the greatest, the most wisely administered and decent sea-power the world has ever known.

## Buttons

WE read and talk of great inventors, yet who knows the name of that sublime benefactor of humanity who invented buttons? Up until about two and a half centuries ago men had to lace up their clothes: it was impossible to rush out of bed in the morning, shave, dive into a cold bath or under a colder shower and then fling on one's clothes, and so out into the bright sunshine. It took time to lace up one's doublet and to fix the points of one's hose. It was a leisurely age and leisurely did mankind dress in it. Today, what with the button, the automobile, the locomotive, the telephone, the telegraph and the wireless, life moves as rapidly to material accomplishments in a week as it did in several months or even years centuries ago. Crown Bell and Ford with laurel and heap medals upon the breast of Marconi; but keep a gilliflower for the unknown genius who made it possible to dress in a hurry—the man who invented buttons.

## Executive Ability

IT is an unerring mark of true greatness in an executive to be able to surround himself with able subordinates—men themselves frequently of the highest genius. In politics we find this in all organizations that have lasted. The rise of the British Empire to power has followed a long succession of able foreign ministers beginning with the gifted but ill-fated Cardinal Wolsey. In industry, the Standard Oil Company, without question the most efficient commercial organization the world has ever known, numbers in its managerial ranks the men who have really made it what it is. The constructive genius who founded it was a man with an unerring eye for

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picking the men who would carry out his ideas in a brilliant manner. The ruler or the industrial chief who does not possess this ability is not an executive at all. The elaboration of all modern activity demands such insight more than any other one thing. The executive who attempts to do everything himself, either kills himself or paralyzes his organization.

\* \* \*

## *Democracy*

MUCH dangerous nonsense has been, is being and will be uttered regarding democracy. The Government of the United States of America has been called a government for, by and of the people. Now, a government may be for the people without being either of or by the people: likewise, a government may be by the people and not at all for them. Large numbers of the people may be misled for a time—and frequently for a long time. The result under a democratic form of government would be the enactment of laws prejudicial to the best interests of the very people who enact them. While hot-air remains a qualification for political preferment, democratic government is unstable. The only advantage of a democracy over an absolute monarchy is that the people of a democracy have an opportunity to pick men of ability and honesty to rule them. With either quality lacking, a ruler is a sad spectacle and the lot of the people is sadder. A big mouth is no indication of a great mind. Let us have men who think and act; but say little. Let us seek for honest ability in our candidates, not loquaciousness; brains, not balderdash.

\* \* \*

## *The Keystone*

OUR babies are the keystone of all our plans for the betterment of those who follow, for they are the men and women of tomorrow; the fathers and mothers of the children of day after tomorrow. Today, many have become immerst, fly-like, in the glucose of a vague humanitarian sentimentality and forget that life is not a pretty tapestry of iridescent dreams; but a bitter conflict into which we come thru others' pains and from which we perish in our own. Not from the vapor of glowing oratory; but out of bitter human agony have been made great ideals and the great steps towards those high ideals which have made the history of the Caucasian race a marvel since Christ died in torment on a Cross that love and self-sacrifice might take the place of hate and greed as the motives of men's greatness. The recent census finds our great cities without the increase in population they should have. Lack of immigration is blamed; but the simple truth of the matter is that our native birthrate is today that of France before the war—the

lowest per thousand in the world. Everything is done by every agency, professional and commercial, to make the birth of an infant to the average American couple as crushing a financial burden as possible. Everything needed for a new-born child is criminally expensive. It is not enough that the mother should suffer the agony of parturition; the father, who should at that time be in the best position to provide for her needs as well as those of her little one, is weighted down with a mountain of expense. Each necessity, from the doctor's fee to little socks and frocks for the baby, is charged for with a ferocity that seems savage in its determination to frighten the parents from ever daring to have another child. You who are building in your imaginations the rainbow arch of a coming Golden Age, look to it. Greed is crumbling the keystone before your arch is built.

\* \* \*

## *More Kindergartens Wanted*

THE National Kindergarten Association is endeavoring to get more kindergartens established and maintained throughout the United States. They suggest the following draft for a bill to be introduced in a State Legislature:

"The Board of Education of each school district may maintain kindergartens which shall be free to resident children between the ages of four and six years. Upon petition of the parents or guardians of not less than twenty-five children between the ages of four and six, the Board of Education shall establish and maintain such a kindergarten unless a kindergarten is already maintained in the school named in the petition; provided that no petition shall be effective unless the school in connection with which such kindergarten is desired is named in the petition; and provided further, that the petitioners reside within the section or neighborhood ordinarily served by the school in connection with which such kindergarten is desired; and provided further, that no person shall be allowed to teach in any kindergarten maintained under the provisions of this section who has not completed at least a two years' course in kindergarten training and received a certificate or diploma from a recognized kindergarten training school."

Anyone interested in sponsoring or aiding such legislation can obtain further information from the National Kindergarten Association at 8 West 40th Street, New York City.

# What's Time to a Hawg?

by R.R. Shuman.



THE northern hustler told the Georgia Cracker he was a fool for taking six months to fatten his swine on acorns in the woods when he could fatten them in six weeks on corn. The old fellow spat scornfully and drawled, "Huh! What's time to a hawg?"

Man is the only animal that has any conception of time. Only when a dumb brute is racing toward food or away from danger, is time of value to that animal; and not the concept of time but the impulse of hunger or fear gives speed to his racing limbs.

Let that thought sink in, and remember—"What's time to a hawg?"

Of all the boasted attributes that raise you so high above the brute creation, no one is more intensely vital than your appreciation of the value of time.

8 to 6!—9 hours of daily grind?

No!—No!—9 hours of precious opportunity. Golden hours, each set with sixty diamond minutes and every diamond is yours, to invest for your profit, or to squander like a wanton.

Hoard those precious diamonds, friends, pay them out grudgingly—make every one bring back its minute's worth of something done worth while.

For time is the stuff that life is made of—and what you make of your life is a measure of the use you make of your time.

Time is opportunity. It is yours; and the man who piles up wealth is the one who early starts a time-savings account in the bank of Ambition.

Throw away your money if you will—your loss is somebody else's gain; but hoard time like a miser, for a minute lost is lost forever—to you and all the world.

## Feel Driven? Then Drive!

DO you feel "driven" in your work—then time is your tyrant. Yank him round by the forelock and make him your slave.

Yesterday's left-over task is a merciless mortgage on today; lift that mortgage, sir. Then turn the tables and become a man who owns mortgages, not one who makes them.

The Devil has his faults; but procrastination is not one of them.

This is a brass-tacks era, so let's apply these generalities.

To begin with, it isn't a bit harder to get up at 6:30 than at 7:00 once you are up. The 7:15 car isn't a bit more crowded than the 7:25, and the pride and joy of entering that office door ten minutes before you must, starts the day with a sense of mastery that follows you thru it, while

the guilt of slinking in five minutes late gives you that "hired feeling" that belittles and unnerves.

Strong-will is always on time.

Flabby-will is often late.

Strong-will is working for himself—using the time that God gives him and the tools supplied by the Boss.

Flabby-will knows not the value of time—to him time is something that must be got thru with some way. He's a profligate spender of his most precious birthright, and life is one long weary wait for pay day.

"What's time to a hawg?"

Every man thinks he's a busy man. The dawdlers who are forever behind-time, forever pushed by postponed tasks think they are the busiest of all; but tell the dawdler that you'll give him tickets to the ball game if he finishes a certain task and watch things fly! He'll do more work in three hours than he usually does in eight and do it better, because he concentrates.

## The Greatest Game of All

BOYS, there's a game every day, and you hold an annual pass—more exciting and vastly more worth-while than any game ever played on a sodden diamond—the game of business, with you on one side and time on the other. A game where the clock is the umpire, and he never makes a rank decision—a game where every strike counts, every base gained is a stepping stone to a higher base, and the stake you play for is so large that it makes the highest bid of the Feds look like a cancelled postage stamp.

So, go to it, fellows! Train down to mental muscles of steel so that you are the master of the minutes. Get speed-with-judgment; energy-with-skill; generalship with imagination, and the courage to play the game like a MAN!

Then doddering old Father Time will be your man-servant and the good things of this world will be opened to you—for you have conquered the one enemy that holds millions down.

Precious as your time is to you—every minute a diamond—your largest regard will come from skill and judgment in saving minutes for the Boss.

The men who have risen from obscurity to wealth and power were men who learned how to save their employer's labor and, most of all, his time. They took their time to train brain and hand so that they could save his time. Each time they did this they made a penny do a dollar-task. Each task done well and on time opened the way for a new and larger task. Re-

sponsibility followed performance. Authority followed responsibility and advancement and power and wealth were the well-earned reward of the mastery of time. Yet scores who didn't guess the secret called it luck.

Before you enter the Boss' office door to ask a fool question—count twenty.

Before you ask or give any information or perform any act that involves his time—put your time to its most exalted use by saving his.

His gratitude will be large and instant; his appreciation keen and lasting; his confidence certain; and you will, like Abou Ben Adhem, find your name heading all the rest, for you hold the key that unlocks the door to earth's business treasure-house—the golden key of the Mastery of Time.

The difference between the great men and the small men is almost an invisible difference. Great men, like great truths, are simple; but one thing marks the great above all others—the systematic use of time—the mastery of the minutes—the coinage of time into money in the mints of well stored minds.

## Kill the Thief!

SO, friends, young men and young women, young, tho your hair be gray; grip hold of the new concept of the wealth that is yours—free as air—a wealth that can never be cornered or monopolized—the piled up mass of golden minutes, every minute an Opportunity.

You shoot the burglar who would steal your money by night—be just as quick to kill Procrastination, who steals your time by day.

Rise to your opportunity. Train every mental muscle to strive for the mastery of minutes—every minute a step upward.

You will forget fatigue in the joy of achievement. You will enter each day's race with a song in your heart—eager for the race as a runner crouching to spring at the pistol's shot.

You will swiftly rise from the ranks, passing your fellows who know not the value of Time. You will amass so large a credit at the Bank of Time that a day will come when you have leisure—leisure and money to rest—to travel—to do as you please—a day when you will be pointed out as a man who achieved—a man among men—a man who made a success in life because he knew the value of time—hoarded his minutes, invested his hours, capitalized his days, conquered the years.

—R. R. Shuman is a Rotarian of Chicago, Ill.



## The Challenge of the Boy

By Taylor Statten, National Boys Work Secretary of the National Council of the Y. M. C. A. of Canada

**B**OYS work is getting to be a very fashionable thing. It is almost startling. My friend, C. J. Atkinson, tells me that in New York it is quite the thing for Mrs. DeJones to roll you down in her Rolls-Royce to show you her Boys' Club. Still, I believe that Rotarians are not in boys work simply to be in style.

I heard a while ago of a certain lady who was very anxious to be in style. It was in the days when they wore the shoulder straps made of the same material as the skirt. She had not enough material to make the shoulder straps. One morning her husband got up and missed his suspenders. Going down stairs he saw them neatly pinned over his wife's shoulders. Turning to her he said, "Annie, what are you doing with my suspenders on?"

She said, "It's the style; I've got to keep up with the style."

"Well, if that is all it is, you can take them off right now, because it's more than style that I am keeping up with them."

It is more than the style that we are keeping up with, when we are interested these days in work with boys.

### Importance of Boys Work

**F**IRST of all, let me just remind you somewhat of the importance of this work. It is so easy to forget about our boy life. As youngsters, we are looking ahead—what can we do, and what are we going to be tomorrow? And we are trying to pierce the future, and we are forgetting about the past. So let us, just for a few minutes, think about the importance of boy life.

One way to arrive at it is the way that we tried out in Canada some years ago, when we made a coast to coast tour. We spent several days in each city in Canada. We got groups of successful business and professional men together. We askt them this question, among others: "Do you men remember any time in your lives when you sort of came to the parting of the ways, when thru some great experience you took the climbing trail that led you where you are?" How many men can point back and put a finger on such an



Taylor Statten

experience? It was somewhat surprising to find out how many men could think back to some one time that seemed to mean more than any other in their lives. A great many men identified it with a religious experience; others with a vocational experience.

Then we said: "How many men had that experience after they were thirty years of age? Will you please stand up?" We recorded the number on a blackboard. "How many after 29, 28, 26?"—and so forth. In this way we gathered statistics all the way across our country.

### An Experience Chart

**T**HEN we made a chart, and that chart told a story. One man claimed that experience had entered his life when

he was seven years old, and so starting there, the experience line rose to about nine, when there was a little lowering of it. It came up again at about twelve, and reacht its highest point at sixteen years. There was a drop at eighteen; another at twenty-two, and then it dropt off, oh, so quickly! As the men stood back and lookt at that chart they found that it had been between fourteen and eighteen that most of them had made the great decisions of their lives.

Then our men went to the jails and reformatories and said to those who were there, "Think back and tell us how old you were when you decided to make your living by being dishonest." Another chart was made. When the two charts were put together, they almost corresponded, and it was found that most of the boys had gone to prison because of some influence that had entered their lives between the ages of fourteen and eighteen.

I was greatly interested in the study of four gunmen who went to their execution at Sing Sing. The investigator investigating those cases found that three of them had not been arrested until they were sixteen years of age; they were supposed to be good boys, up to that period. The father of Whitey Lewis, when the investigator talkt to him, said, "I don't know what you call being bad, but I have always maintained that a boy is bad if he is not at his meals on time. My boy has had religious instruction in his home every day, until he was thirteen years of age, and then he began to get away from us, and at sixteen years of age he was away from his home influence, and now, before he is twenty, the state says they have got to get rid of him."

It is the great decision time in the life of a boy; it is the great time in the life of a human being for setting up great ideals and establishing life standards. The Prussian leaders were very wise in their day and generation, when they said, "If we are ever going to get this ideal that 'might is right' into the lives of the German people, we have got to go back and start with the boys passing thru what is called the 'storm and stress period.'" So they

went back, and because they presented it to boys—that false, barbaric ideal of domination of mastership, of the strong lording it over the weak—in less than forty years, every last mother's son of them seems to have believed in that false ideal to the point of laying down his life for it.

### The Rotary Ideal

**W**E in Rotary have an ideal that is diametrically opposed to that ideal of domination. We know now where that brings a nation. Today we in Rotary believe not in the will to command, but in the will to serve, and if we are interested in the ideals of Rotary becoming a part of the ideals of our nation, then can we not be as wise as those Prussian leaders, who in less than forty years converted their entire nation to their ideal, false tho it was, because they went after the boys of fourteen to eighteen?

Abraham Lincoln, as an older boy passing through the latter part of this period, went down to New Orleans and there for the first time saw the awful slave trade in all its misery and degradation. The record we have is that that older boy shook his fist at it and said, "By the Eternal God, if I ever get a chance to strike that thing I am going to hit it hard." As an older boy he formed his resolution toward that end, and as a man he got his opportunity to carry it out.

David Lloyd-George says it was at the age of sixteen, as he sat in his uncle's cobblershop and heard the people who came in and debated on their welfare, that he decided he would give himself up to the uplifting of his fellow men. Today we have him one of the greatest figures in all English political history who dates his start back to his boyhood years.

I believe that we will accept, without further presentation the fact that boyhood is the critical period in the life of a human being. I don't want to minimize the years up to sixteen; but if we fail to reach the boys between fourteen and eighteen, we are not doing effective work.

### The Ideal of Usefulness

**I**F we are interested in getting the ideal of service, of unselfishness, into the lives of our nations, then we are interested in the influences that are shaping the ideals of our boys between fourteen and eighteen years of age. When we think of the influences in the life of a ten-year-old boy, at once we think of the influences of the three great fundamental institutions: Of the home, the church, and the school. When we think of the influence of the home, at once we think of the mother's and father's influence.

### The Mother's Influence

**I**F you are in Boys Work, you will have a widowed mother come to you, perhaps, some day and say, "You know, my boy Jack was just nine years old when his father died. He came to me after the funeral and said, 'Mother, I will try to take dad's place.' He has been a comfort

to me until just a short time ago when I found that he was not confiding in me. He is not telling me his secrets; he is getting away from me. I am afraid I am losing my boy." That is the time when mother's influence takes a sudden dip. It comes back later on, and as full grown men we appreciate our mothers as we didn't when we were sixteen years old. That is the time when, like the little bird just getting his wings, the boy flops out of the nest, and oh, how agitated the mother is! The boy thinks that he knows it all; he is interested in his own affairs, and that is the time when mother sort of has to step aside for a while.

### The Father's Influence

**H**OW about father's influence? Well, I don't know just where father's influence commences. I have a couple of boys of my own; the oldest is five years of age. I don't see that father cuts a very great figure in his life up to date. But I would say that by seven years of age, father ought to be a real factor in that boy's life.

A Methodist minister said to me a little while ago, "My seven and one-half year old boy came to me the other day, and looking up into my face, said, 'Dad, God must be just like you.'" That boy had the right idea—all that he knew about God he got thru his good father. A few days later the boy came into his study and he said, "Dad, did you ever sin?" And being a Methodist minister, he confesses that he had sinned. The boy turned right around and said, "Dad, but you didn't sin more than once, did you?" Do you see where that boy placed his father? Of course, he was only a seven and one-half year old boy. As he gets a little older he will really get to know dad, which will make some difference, even in the case of a Methodist minister.

We will have to put father's influence pretty high at that time, in spite of the fact that the average father (if there is such a thing), or at least the majority of fathers by a long way, are not giving the boy a square deal. Father is interested in things that have to do with grown-ups; the boy is interested in play, in games, and in the things that have to do with boys. Dad goes his way interested in lodges and church work for adults; interested in politics, in social life; but most of all, immersed in business. He does not give the boy the time and attention he would if he were awake to the possibilities.

### Loyalty to Dad

**I**N spite of all, however, a boy will stick to his father during these years. I was in Charlottetown a while ago, a place where they don't have any booze; but as I went along the street, I saw a father with whom there was something wrong; apparently he was intoxicated. The saddest part of it was that there was his boy about eight or nine years of age trying to get him home. I watcht him for a while, and then I saw two boys about the same age

come along, and before very long they started to poke fun at this boy's father. He just left his old dad long enough to walk over there, and if those two kids had waited he would have cleaned them up on the spot. I wonder if he would have done that had he been a little older? I doubt it, because when a fellow reaches about fourteen years of age, he gets to the place where, as Mark Twain said, he knows so much and his father knows so little, that he can't bear to have the old man around. When he gets to be eighteen he consults his father regarding some of the minor issues; but the real worth while things he decides for himself. When he gets to be twenty-two, he marvels at how much his father has learned during the past eight years.

### The Influence of the School

**H**OW about the influence of the school? In England's darkest hour, when the only thing in the world worth while was winning the war, those great English statesmen just gave up the business of war for a little while and sat talking about the Fisher bill and voted thirty-eight millions, when the money was needed for munitions, to keep the boys and the girls in school until eighteen years of age. Those farsighted English statesmen appreciated the fact that the future of Old England depends on Old England's sons and Old England's daughters, and that their future to a large extent depends on their education, not to fourteen years of age, not necessarily only to sixteen, but right thru this critical time up until eighteen years of age. And some day we hope that thruout America and thruout all the nations of the world, boys and girls will be at school until eighteen.

### The Influence of the Church

**H**OW about the influence of the Church? I haven't any statistics except for the Protestant churches in Canada. There we have made surveys of some twenty-seven different towns and cities. The Presbyterian church made a survey of all Canada, and the other churches have pickt up certain information. I am sorry I have not gotten statistics for the Catholic church, Judaism, or any of the other churches; but this is what we find in Protestantism: that our boys and girls are in our churches until about twelve years of age. At twelve years of age five per cent drop out; at thirteen years of age, fourteen per cent have dropped out; by sixteen years of age, we have lost about thirty to thirty-five per cent. During this impressionable time, when in the past our churches set up their ideals, we lose more than half of our boys, and a very large percentage of our girls.

### The Gang

**A**S we look at that, and think of the three great fundamental institutions being low in their influence at this time, we

ask ourselves this question, "What are the big influences in the lives of our boys that are shaping their ideals?" Very quickly let me give you just two. The first one, for want of a better term, we call "gang influence." When I say "gang influence," I don't necessarily mean a bad gang. I mean that influence which comes into the life of a boy and prompts him to want to be with another and before very long you have got a little crowd, and it is in that crowd that the very highest things in life may be developed. It is only in a gang that a boy may best experience and learn the ideals of Rotary.

Watch boys play baseball; watch a little group, say, about nine years old. Every last boy wants to bat first—"Me first, me first." The biggest fellow (the German idea) comes in there, and he that is strongest comes to bat. Then the other positions are all fought for in the same way and they have a dozen fights, and some one fellow perhaps gets a clout at the ball. Then they go home and feel they have had a whale of a time.

Watch that same group at sixteen years of age. There is no dispute. Bill goes over to pitch. He is the real pitcher. So-and-So is catcher. So-and-So is on first base. Then a fellow steps up to bat. Oh, he just wants to lam it out for a home run. He thinks he has got the pitcher; it looks easy. Perhaps his girl is over there in the sideline, sending wirelesses across and he would like to show her what he can do; but he sees Tom over there on third. He knows that the game is not to take any chances on anything spectacular that is going to bring something to himself, but he will take a short grip on his bat, or in some way he will get that ball down past the fielders so Tom can get home. He will get put out before he gets to first. The crowd will yell their heads off, for Tom has scored another run for the team; but he knows as he walks away that he has made a sacrifice hit. Thank God for the sacrifice hits that have been made!

#### The Necessity for Gangs

I THINK there is some one who has said that there is no other way under heaven whereby a boy can be saved from selfishness than by being a member of a gang. We must see that all our boys get in gangs during this time of life. We have had some experiences of boys and of men, selfish, individualistic, because at the God-given time they had not an opportunity to develop that co-operation and teamplay.

So we get them in gangs, clubs. We have many splendid clubs; but the organization that you believe in most is the organization for you to back. And let's help to strengthen the church for the sake of our boys! I don't care what church it is. Let us never be guilty of trying to wean a boy from the faith of his fathers into another church; but let us help to make his church life and his religious education more attractive and try to get the boy to find his very best life in his church.

#### Hero Worship

HERE is another influence that parallels it. That is the instinct in a boy which makes him fall down and worship, almost, the man in whom he believes. We call it the "hero worship" influence. A man does not have to be much of a hero in the sight of other men to be a hero in the sight of a boy.

It is somewhere there that this so-called boy problem is to be solved.

In the churches that I represent in Canada we have a plan for solving the problem. We go back to the One we believe was the first great Rotarian who went about doing good. He said, "He that would be great among you, let him be a servant." We want to know how that personality was developed as a boy. We get it from a physician, and that physician tells us something of the responsibility of the mother in bringing Him up and of His relationship with his mother. We know of His father's work. Then as He past that crisis of twelve or thirteen years of age, we learn from this physician that He increased in wisdom and in stature, and in favor with God and man. Throughout Canada today the Protestant churches (and the other churches are following somewhat similar standards) have taken that as their plan and pattern. They try to find out what it means to develop in wisdom. They have worked out a plan by which they find that if a twentieth century Canadian boy is to develop in wisdom, he must go to school.

#### Back to the School

THRU this plan thousands of boys have been inspired to go back to school. The church and the home are tying up with the school in keeping the boy at school.

Then we sit down and try to find out where a boy stands in a course of training, not trying to measure his intellectuality, but "What have you done that will make for wisdom?" In the first place, we give four hundred credits for schooling.

#### Self Knowledge

THE next thing we believe is that every boy should have a knowledge of himself. We call it "sex education." It should be presented in as clean and wholesome a way as possible. Then, favor with God, the training in church. Then, favor with man, unselfishness. The ideal we have there is the ideal of service.

#### Complete Development

THAT, in a general way, is the basis for our surveys of a boy, for our surveys of a boys' organization, for our surveys of a community—to see that every boy is getting an all-round development. We believe that it should be tied up with a boy's religion and his idea of religion; we believe it is a religious thing for a boy to go to school. We talk about sin, missing the mark. The mark for every boy is away up intellectually, and the sin is to fall down in missing the highest possible for that boy. We believe that it is a religious

thing for a boy to keep his body clean and develop a healthy and strong body. We believe that it is a religious thing, certainly, for a boy to get the right attitude toward his God, and then to try to swing in line with his conception of God, try to bring his mind in harmony with God's mind and his will in harmony with God's will.

And then we believe that it is religious for a boy to go out and give himself for his fellow man, to make the sacrifice hit, and just so, many of our brave fellows from all of our nations went "over there." They had the Rotary ideal, they had the ideal that we hope our younger boys will get.

*Delivered before the Eleventh International Convention, I. A. of R. C., at Atlantic City, N. J., U. S. A.*

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#### Responsibility

TO illustrate how responsibility develops character, Roger Babson tells the following story:

"My little girl has a black cat, and this cat about once in four months has kittens. Opposite our place is a man who has an Airedale dog. When that dog comes across the street and the cat has no kittens the cat immediately puts her tail between her legs and beats it as fast as she can and the dog after her.

"But when the dog comes across the street and the cat has the responsibility of some kittens she immediately turns on the dog and the dog puts his tail between his legs and beats it and the cat after him.

"It is the same dog and the same cat and the same back yard, but in one instance the cat has no responsibilities and in the other instance she has."

—®—

#### Night Comes Too Soon

SO little can be done in one short day:  
And yet from sun to sun a prelate dies,  
A babe is born, a burning message flies  
Around the world, and victors win the fray.

So little can be done—we put away  
Reluctantly the book: night's pallor  
lies  
On field and mere, and slumberward  
each hies:  
Asleep, awake, we unknown laws obey.

And we who dream of doing golden deeds  
Look forth at sunset, or when midnight  
moon  
Rides high above the roofs: night  
comes too soon  
For all the things which wait, like tiny  
seeds  
The fertile garden's turning, and we see  
Lamps lit and bed and long eternity.

—*The Forum.*

—®—  
"The man who once most wisely said,  
'Be sure you're right, then go ahead,'  
Might well have added this, to wit:  
'Be sure you're wrong before you quit.'"

# Eleventh Annual Convention I. A. f R



Delegates and Visitors to the Eleventh Annual International Convention of the International Association of Rotarians  
In the picture are delegates from thirteen nations. On the stage, left to right, are: Stenotype Reporter, Mildred...  
President Estes Snedecor, Secretary-General Chesley R. Perry, and President A...

# R. C. in Session at Atlantic City



of Rotary Clubs in Session at the Convention Hall, Atlantic City, at the Seaward End of the Steel Pier.  
Mildred Trosin of the Headquarters Staff, Assistant Secretary Emerson Gause, International Vice-President  
Albert S. Adams, the presiding officer of the Convention.

# Ecos Rotarianos

Por Daniel B. Ledo

**L**A convención rotaria de Atlantic City puso, como suele decirse, la institución Rotary en el mapa con letras visibles a larga distancia y si el proyecto para la convención del año que viene se lleva a cabo de hoy en un año la palabra Rotary tendrá un puesto en los mapas de todos los países.

La convención de Atlantic City fué la más concurrida que registra la historia de esta institución. Siete mil hombres delegados de los ciento cincuenta clubs que Rotary tiene en varios países confeccionaron, discutieron y trazaron los planos que de aquí en adelante serán norma y guía para el desarrollo y funcionamiento de la institución.

Los pocos clubs que no pudieron mandar delegados a la convención se adhirieron enviando mensajes cablegráficos y telegráficos los cuales fueron leídos en las sesiones de la convención en medio de estentóreas aclamaciones y aplausos. El Rotary Club de París, recientemente organizado, pasó un cable adhiriéndose cordialmente; lo mismo hizo el de Calcuta, India, inglesa, y lo mismo el de Buenos Aires que si bien es cierto que no estuvo directamente representado en la convención por miembros del club lo estuvo legal y oficialmente por el secretario y propagandista del club de Montevideo, uno de los caballeros que jugó parte muy importante en la formación del club de Buenos Aires un año después de haber organizado el espléndido club de Montevideo.

La delegación de los clubs cubanos fué, sin duda alguna, la más lucida que tuvo la convención de Atlantic City. Los seis clubs existentes en la vecina isla estaban representados y muy especialmente los de la Habana y Cienfuegos que tuvieron el buen acierto de escoger para delegados hombres de indiscutible mérito y gran cultura que pusieron a Cuba en un punto muy prominente. Los siete mil convencionistas procedentes de los cuatro extremos de Norte América y los delegados de los clubs ingleses regresaron a sus respectivos pueblos y clubs con mucho bueno que contar a sus consocios y amigos acerca de Cuba y los clubs cubanos y por ende acerca de la cultura de los hombres que representaban la progresista nación cubana. Un mensaje del Presidente de la República de Cuba fué leído a los convencionistas en la lengua oficial de la vecina república y traducido al inglés por un miembro del Rotary Club de la Habana. Casi todos los delegados cubanos hablaban varios idiomas y dos de ellos hablaron en inglés a los convencionistas y cuando estos oyeron lo mucho y bueno que los rotarios cubanos hacen en Cuba, se quedaron asombrados. Si antes había alguien que pensaba que los rotarios de otros países eran menos entusiastas y altruistas que los rotarios de Norteamérica, la convención de Atlantic City ha

venido a desmentir esa creencia errónea y hoy no hay en Rotary quien no sepa lo que es Cuba y los hombres que habitan la bella isla (que a menudo se llama un Estado autónomo de los Estados Unidos de Norteamérica).

No está decidido todavía pero todo indica que la convención rotaria de 1921 ha de tener lugar en la ciudad de Edimburgo, Escocia. La decisión depende de si se puede o no hacer arreglos con una compañía de navegación para así poder tener la seguridad de que uno o más vapores están a la disposición exclusiva de los rotarios de los Estados Unidos que asistirán a la convención rotaria de Edimburgo. El otro incidente que retarda la decisión es que se quiere saber qué número (más o menos) de rotarios estadounidenses están dispuestos a ir a Europa si la convención se celebra en la dicha ciudad de Edimburgo.

Todos los que tienen verdadero interés en que Rotary se extienda a países extranjeros y se afiance en ellos con la misma solidez que se afianzó en los Estados Unidos, Inglaterra y Cuba, quieren, naturalmente, que la próxima convención se reúna en Europa y quieren asimismo que el proyecto de formar divisiones rotarias con cierta clase de autonomía se lleve a la práctica lo más pronto posible. Esto es lo único que hará de la institución Rotary una institución igualmente fuerte y conocida en las cinco partes del globo y ojalá lo reconozcan así los hombres que hoy rigen la organización y decidan pronto y favorablemente este asunto de importancia tan vital para Rotary.

## Últimas palabras del Presidente Adams

**Q**UERÉIS perdonarme si os digo dos palabras mientras el comité de elecciones no nos informa el resultado de éstas? Quiero sólamente decir dos palabras y no como Presidente de International Rotary sino como "Bert Adams." Quiero ante todo expresaros mi más sincero agradecimiento por la espléndida cooperación y singular comportamiento que me habeis demostrado durante estos días haciendo con ello que nuestra convención haya sido un verdadero éxito. Quiero asimismo daros las gracias por el amor y ayuda que me habeis prestado durante mi año de administración.

Si algo ha progresado Rotary durante el año de mi administración, que termina hoy, ese progreso se debe al espíritu y amor que todos y cada uno de nosotros profesamos a nuestra querida institución. Personalmente, yo no merezco crédito o loa por el progreso de Rotary durante el último año, porque como dije y repito nuevamente los méritos y honores que envuelve el progreso de Rotary se deben a la cooperación y amor de todos los rotarios hacia la institución. Sabiendo ésto como lo sé sería yo muy injusto y egoísta si de

alguna manera tratara de coger para mí lo que en realidad no me pertenece. Desde el fondo de mi alma pues—y hablo tan sinceramente como sé y puedo hacerlo—os agradezco las oportunidades que en tantas ocasiones me habeis brindado para que yo pudiera hacer algo por Rotary. Desde antes de la convención de Buffalo venís siendo bonísimos conmigo y no recuerdo haberos pedido una cosa que no me la hubierais concedido libre y generosamente. Decir pues que os amo es decir la verdad pura—y tan pura como Dios nos la enseña.

Y ahora, según se acerca el término de mi administración y con él el momento en que yo debo entregar el mazo presidencial a mi sucesor, quiero daros las gracias, una y otra vez, no sólo por lo que habeis hecho por mí como Presidente de International Rotary sino por lo que habeis hecho por mí como individuo, pues, en varias ocasiones parecíome estar cubierto por una nube a través de la cual todo era para mí tenebroso y lugubre y Rotary ha venido prontamente en mi ayuda y me ha rescatado de ese miserable estado sacándome a la luz de un sol vivificante que convoca a querer vivir una vida interminable entre elemento tan saneado y puro como es el que forma la institución Rotary.

Antes de presentaros a mi sucesor, nuestro nuevo Presidente, voy a contaros un incidente que ocurrió esta mañana y que me causó tanto placer y felicidad como la cosa más sobresaliente de esta convención.

Encontrándome yo esta mañana en el vestíbulo del hotel, un oficial de la policía de Atlantic City se me acerca y habla así: "Mr. Adams: quiero decirle que Ud. ha tenido la convención más maravillosa y concurrida que recuerdo en Atlantic City. La agrupación de hombres que la forman es de lo mejor que he visto en Atlantic City y la irreprochable conducta y comportamiento de estos hombres es digna de alabanza y loa. Quiero que antes de irse de la ciudad sepa Ud. la opinión de un oficial del cuerpo de policía que habla en nombre de todos los que servimos en esta rama municipal."

Quiero terminar y al hacerlo no diré que entrego de buena gana el mazo presidencial a mi sucesor, porque ello sería faltar a la verdad, pero; ya que tengo que hacerlo diré también que no hay un hombre en Rotary a quien pudiera yo entregar con más gusto y satisfacción, este mazo presidencial, que a "Pete" Snedecor. Con todo el amor y todos los mejores deseos que soy capaz de concebir paso a mi sucesor lo mejor que poseo y es una agrupación compuesta de los mejores hombres que habitan el planeta Tierra. Señores y señoras, he aquí vuestro Presidente Internacional "Pete" Snedecor, de Portland, Oregon.

# The VISION of ROTARY

The vision of Rotary is as many sided as there are Rotarians. In this Department appear the thoughts of different Rotarians concerning Rotary in its many aspects and in its application to the affairs of everyday life.



Service not Self

He Profits Most  
Who Serves Best

## The Objects of Rotary

By George Dugan

"I came not to be served, but to serve and to give my life."—JESUS.

THE objects of Rotary signify the things toward which the mind of Rotary is directed and the ends that are sought as a result of action or effort.

As a rule the objects of an organization are thought out with great care. The name may signify little or much, but the objects reveal the soul of the movement.

Now Rotary has with great care framed a statement of the objects of Rotary—the things that disclose the reason for Rotary's existence.

I want to call your attention to these express objects which every Rotary Club must accept before affiliation with the International Association. The objects of Rotary are "to encourage and foster":

### 1. High Ethical Standards in Business and Professions

THIS is just another way of saying that Rotary concerns itself with human conduct. It approaches the individual as a moral person, claiming rights but living also under obligations and therefore responsible.

From my point of view responsibility is one of the big words in the Rotarian's vocabulary. I mean that the word is big in the sense that it suggests a rule or law to which the Rotarian is to conform and an ideal at which he is to aim. Consequently Rotary is interested not only in what a man is and what a man does, but quite as much in what a man should be and what he should do. In other words Rotary recognizes a standard of right and wrong by which the business and professional man is to test his life and conduct.

Rotary brings to business and professional men this exhortation: "Whatsoever things are true, whatsoever things are honorable, whatsoever things are just, whatsoever things are pure, whatsoever things are lovely, whatsoever things are of good report; if there be any virtue, and if there be any praise, think on these things."

Not many years ago I remember reading a symposium on the question "Is the Golden Rule Practical in Business?" The symposium was participated in by a number of our leading business and professional men. They were not all of one mind. Some contended that the Golden Rule in the present state of the world's development is an unattainable ideal. Others were just as firmly convinced that the Golden Rule is eminently practical.

Rotary is in line with the convictions of this second group of men who have faith in the Golden Rule. Rotary affirms and believes that the will of God can be done on the earth. She believes with Hugh Guthrie that—

**R**IIGHT is right, since God is God,  
And right the day must win;  
To doubt would be disloyalty,  
To falter would be sin."

It is true that "the world do move." Chance and change are busy ever. But there are some things that change not. There are some things that are as eternal as the hills.

Steam and electricity and wireless have changed some things and some things they have not changed.

The farmer rides upon the plow he once followed on foot; but he is still tested by the same principle of business morality.

The shoe manufacturer turns out in minutes what the cobbler work over for days; but he is still working under a very old-fashioned law of commercial honesty.

What we used to accomplish with sinews of human flesh is now done by an elaborate assemblage of flywheels, pistons, connecting rods and great steel hands and fingers, but right is right still and wrong is wrong still.

Machinery does not change morals nor do inventions make true what used to be a lie, nor honest what used to be dishonest. The moral law is not repealed by material progress. The word of God abideth forever.

### 2. The Idea of Service as the Basis of All Worthy Enterprise

TIME was when politics and business justified their existence on the ground of profit. In the memorable investigation presided over by Clarence Lexow, in which the activities of Tammany Hall were examined, Richard Croker, the leader of this famous political organization, is reported to have said in answer to a question by the prosecuting attorney: "I am in politics for my own pocket all the time." In those days politics was generally looked upon as affording the practical politician a main chance for personal aggrandizement rather than a high opportunity for serving the best interests of the community. Public office was not a public trust. Now, thank God, we have moved forward to the place where we are demanding of political organizations that they justify their existence not on selfish grounds, but on the grounds of serving the public good.

Many of us remember the famous saying attributed to Mr. Vanderbilt—who when confronted with the proposition that a public utility owed something to the public is reported to have said: "The public be damned." Now, thank God, we have moved away from that and have come upon times when public utilities and private business must justify their existence, on the ground of service.

More recently we have seen powerful trades union organizations threaten to starve the country by stopping up the great arteries of transportation, and shutting off the supply of coal. In effect, it was labor's way of saying "The public be damned."

Now, thank God, we have reached the place where the public is finding a voice and that voice is saying in no uncertain sound that neither capital nor labor shall dare to say "The public be damned," because the public will not be damned. The public will be served both in its government and in its business organizations and its trades unions. Service is the word of

the hour, and Rotary with its slogan, "Service above Self," has come to the kingdom for such a time as this.

More and more there is spreading thru the world an "enthusiasm of humanity," which is nothing but a phase of the doctrine of universal brotherhood, and which is built upon the growing conviction that the human race is an organic unity in which the individuals are not mere parts of a whole but members of a body, each in living union with the others, and each dependent on the other. This is the background of our ideal of service and ought to be preach today as never before. In this day when radicalism is proclaiming "the dictatorship of the proletariat," in this day when violent communism is proclaiming, "property is theft," in this day when theories of social protest born in Germany and Russia are preaching their destructive heresies, Rotary may find its golden opportunity to proclaim its gospel of service.

### 3. The Active Interest of Every Rotarian in the Civic, Commercial, Social and Moral Welfare of His Community

THE feeling which prompts us to love our country, to delight in its past achievements and present greatness, to thrill at the sight of our national flag and the mention of those who have fought to defend it ought to be cultivated and propagated by every Rotarian and every Rotary Club. We ought to study our national history and inform ourselves with respect to the present position and needs of our country so that our patriotism may not be a shallow impulse but a steadfast determination to defend and make secure the things that gave us birth and have made us great.

Moreover, Rotary tries to make this spirit effective in the cities and communities where clubs exist. Unfortunately, we have no word in our English language that does for the community what the word patriotism does for the nation. Some one has suggested the word "Civism," but up to the present it has not become current. However, if we are without the word let us hope we are not without the thing itself. For Rotary believes that each Rotarian ought to be an example to his fellows in willingness and ability to promote the highest ends of the community whether commercial, civic, social or moral. To this end he must prepare himself by intelligent study of his community so that his interest and activities may be the result of clear thinking and sound judgment. For it can never be said too often that the welfare of every community depends upon the educated intelligence of the masses of the community. To maintain public opinion at a high intellectual and moral level is therefore the duty of every Rotary Club and every Rotarian. Rotary ought to have no other effect upon each community than that of elevating its ideal and contributing substantially to its civic, commercial, social and moral welfare.

As Athens and Venice were to their citizens in the olden time the objects of an

all-absorbing devotion, so our country and our community may be to us the object of deep and devoted service.

### 4. The Development of a Broad Acquaintancehip as an Opportunity for Service as Well as an Aid to Success

I HAVE felt for a long time, and my experiences in Rotary have served to convince me of the correctness of the feeling, that communities everywhere are suffering tremendously because for one reason or another the members of the community do not know one other thru friendly intercourse and cooperation. Prejudice and jealousy and misunderstanding and dislikes are rank weeds that flourish where people are not acquainted. Oftentimes the first and most important thing to be done in a given community is to get people together and get them acquainted. Nothing can be done very frequently until this has been accomplished. Now, this is not as easy as it would appear at first sight. Traditions and artificial barriers and false distinctions are hard things to break down. Rotary has won a name for itself by demonstrating the wisdom and the way of doing away with the hindering handicaps that come from lack of acquaintance. And she has done so by resorting to three simple devices:

#### (a) The Comradeship of Work

Rotary knows that you can't argue men into putting the common good ahead of private gain or serving their neighbors with the same concern which they have for themselves. Petty jealousies and artificial distinctions and hindering envies do not give way to logic—they can only be shriveled by the fellowship and friendship which is created when all hearts and hands are consecrated to the doing of a piece of work where unity of spirit counts for everything and personal advantage for nothing whatever.

And so Rotary takes men of diverse gifts and diverse faith and diverse social standing and sets them to pulling on the same rope and in so doing secures a unity of spirit and purpose in the bonds of unselfish service that makes for a more friendly and intimate knowledge of one other.

Rotary believes that in war and peace nothing fuses men into intimate acquaintanceship like fighting together.

#### (b) The Psychology of Play

The greatest Teacher that ever trod the earth said to his grown-up followers, "Except ye be converted and become as little children ye shall in no wise enter into the Kingdom of God." Rotary in like manner says to her members, "Renew your youth," "don't grow old," "be a child all your life."

Do you remember in *Dombey & Son* where the magnificent Dr. Blimber says to Dombey, "We'll make a man out of you," and little Dombey replies, "I don't want to be a man, I want to be a boy." Bless his heart, we all approve of his righteous rebellion against growing up. Let us keep young.

Now, one of the outstanding marks of youth is the spirit of play and the unrestricted intimacy of acquaintance which play develops. And, so Rotary in order to promote acquaintance says to her men, "Come now, and let us play together." At first some of us who are a bit more conscious of our dignity than others act like the boy standing on the bank shivering and fearful to take the first dive into the water. When I was a boy that first dive or jump was called "getting over your pains." But when you jump in and got under, what a grand and glorious feeling it was to swim and dive and splash in the pond.

So some find it hard to "get over their pains" in the matter of play; but when they get over the first shock how happy they are. "There's nothing like it," they say. "I find I don't lose any dignity that's worth keeping and I do gain acquaintancehip that makes me rich indeed."

To select a group of eminently respectable men all of whom are in the advanced stages of baldness and invite them to stand up and sing—"Hericide—Hair again on me"—is, we believe, in some respects quite edifying. It serves to impress upon men who heretofore thought they had nothing in common the fact that they are all bald. And, so, under the warmth of the spirit which play calls forth false formality fades away, artificial barriers are shriveled and men begin to speak and act like men.

Nothing makes for the development of personal intimacy like the spirit of play.

#### (c) By the Use of the Given Name or Familiarity

This has not commanded itself to everybody, but I think the results which the custom has secured has firmly established it as an approved practice among Rotarians.

Here I think one might say that the end justifies the means. For when I call a man Bill, or Jack or Tom, I am not making an unprovoked attack upon a long-established custom of polite society; I am just trying to set up such a point of contact between myself and Bill, and Jack, and Tom, as will make for team-work and comradeship and efficiency in achieving the objects of Rotary.

When George Reid, the high commissioner for the Australian Commonwealth, was knighted, his democratic associates balked at calling him "Sir."

A friend at a dinner called out: "Say, 'Sir' George, what does K. C. M. G. after your name mean?"

Without a moment's hesitation the new Knight Commander of the Order of St. Michael and St. George answered: "Keep calling me George."

So says Rotary, for she believes that one of the obvious aids to acquaintancehip is the use of the given name or its equivalent in calling a man.

Now all these simple devices for promoting acquaintancehip are resorted to in the interests of our ideal of service and as an aid to success.

Rotary just wants to supply what is lacking in the daily intercourse of men in

business and professional life—just what is lacking among the nations of the earth. For what is one of the greatest barriers to world peace? Is it not a lack of acquaintance among races and peoples of the earth? What is all this talk about an Anglo-Saxon alliance? Does it not signify to you and me that what is lacking and what is sought is a better acquaintance among diverse peoples and governments? Indeed, I make bold to say that Americanization cannot proceed one bit faster than our ability to become acquainted as a nation.

Rotary exists to foster and encourage this broad acquaintance as a basis for individual and social progress.

#### 5. The Interchange of Ideas and of Business Methods as a Means of Increasing the Efficiency and Usefulness of Rotarians

I THINK it was former President Garfield who said that "A university is a log with Mark Hopkins on one end and a student on the other." Well, there can be no denying the fact that to sit at the feet of a man who knows what he is talking about is not infrequently both informing and inspiring. Rotary offers such an opportunity to its members by having Rotarians discuss their own business from time to time. This, I think, is one of the greatest achievements of Rotary in the way of increasing the efficiency and usefulness of Rotarians.

For example: let me cite an instance of recent occurrence in the Albany Club. The member speaker was a modest young fellow, but a capable business man and

an enthusiastic Rotarian. He is at the head of the Albany Embossing Company. Now not many Rotarians knew much about embossing; indeed, many knew little or nothing: for the most part, I should say, nothing.

As chairman of the Entertainment Committee I invited this fine young business man to tell us about his own business. It was a revelation. The story was well told and it was worth telling. We learned something about embossing in general and about the member's business in particular. Everybody was helped. Now, when you think that from time to time the banker, the printer, the typewriter man, the adding machine man, the weather man, the automobile man, the school man, the insurance man and so on, tell us the history of their businesses and the story of each one's business in particular, you can readily see that Rotary provides a sort of university extension which is calculated greatly to increase the efficiency and usefulness of Rotarians.

#### 6. The Recognition of the Worthiness of all Legitimate Occupations and the Dignifying of the Occupation of Each Rotarian as Affording Him an Opportunity to Serve Society

THE work of a man's daily calling must never be allowed to be classed as secular and his Sunday worship and work as sacred. It is a misleading distinction which says that the Lord's work is done on Sunday only. Listen to these lines:

"**A**LL may of Thee partake;  
Nothing can be so mean,  
Which with this tincture (for Thy sake)  
Will not grow bright and clean."

A servant with this clause  
Makes drudgery divine,  
Who sweeps a room, as for Thy laws,  
Makes that and the action fine."

Rotary, therefore, dignifies the occupation of each Rotarian by relating it to the Kingdom of God and by impressing upon the Rotarian that the business of each is a God-given opportunity to serve.

"Work," as Henry Drummond said on the death of his friend John Ewing, of Melbourne, "is given man, not only, nor so much, perhaps, because the world needs it, but because the workmen need it. Men make work; but work makes men. An office is not merely a place for making money; it is a place for making men. A workshop is not a place for making machinery only; it is a place for making souls, for filling in the working virtues of one's life; for turning out honest, modest, and good-natured men."

Rotary proposes that a man shall answer the question: "What is your business making out of you?" as well as "What are you making out of your business?" "Is your business making out of you a benefactor or an exactor, a conserver or a miser, a philanthropist or a patronizer, a slave or a servant?

These, then, are the objects for which a Rotary Club exists and they are designed to be coupled with the fidelity and courage and activity of each individual Rotarian.

## General Sir Arthur Currie, K.C.B., K.C.M.G., Rotarian

ONE of the especially satisfying episodes in the history of the Rotary Club of Victoria, British Columbia, Canada, was the day Canada's national war hero, General Sir Arthur Currie, was made a life member of Rotary in his home city.

Currie of Canada, as he was known overseas, builded for the eminence which he attained way back in young manhood. And he built on service.

Twenty-six years ago he came to Victoria from Strathroy, Ontario, the place of his birth. He was then seventeen years of age. At nineteen he became a private in the 5th Regiment, Canadian Garrison Artillery; five years later gained his commission, and one year following assumed command of No. 1 Company in the unit, which position he held for eight years. The last seven of those years his company won the efficiency shield of the Regiment. In 1902 he was promoted to the rank of Captain, became a Major in 1906, and Lieutenant-Colonel in 1909, when he succeeded to the command of the Regiment. In 1913 he was transferred to the com-



General Sir Arthur Currie

mand of the 50th Gordon Highlanders of Canada, upon its formation, and immediately after the outbreak of war, the following year, was offered the leadership of a Canadian brigade. This he at once ac-

cepted, and was made a Brigadier-General forthwith.

The part Sir Arthur played in the Second Battle of Ypres and at Festubert, his first engagements of the War, form glorious pages in Canadian history, and won his promotion to Major-General, in command of the First Canadian Division. A few months after Vimy was taken and the Canadian Corps was well seated in front of Lens, Currie was advanced to its full leadership with the rank of Lieutenant-General. Many achievements followed, among them the last great stroke of the War—the recapture of the historic town of Mons, Belgium, just before the memorable day of November 11, 1918, when the Armistice made an end to hostilities. In acknowledgment of his brilliant service during the Great War, the King of England laid across his shoulder the sword of a Knight Commander of the Bath.

Sir Arthur Currie has been recently appointed principal of McGill University, Montreal, Canada's leading educational institution.

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Rotary knows that you can't argue men into putting the common good ahead of private gain or serving their neighbors with the same concern which they have for themselves. Petty jealousies and artificial distinctions and hindering envies do not give way to logic—they can only be shriveled by the fellowship and friendship which is created when all hearts and hands are consecrated to the doing of a piece of work where unity of spirit counts for everything and personal advantage for nothing whatever.

And so Rotary takes men of diverse gifts and diverse faith and diverse social standing and sets them to pulling on the same rope and in so doing secures a unity of spirit and purpose in the bonds of unselfish service that makes for a more friendly and intimate knowledge of one other.

Rotary believes that in war and peace nothing fuses men into intimate acquaintanceship like fighting together.

#### (b) The Psychology of Play

The greatest Teacher that ever trod the earth said to his grown-up followers, "Except ye be converted and become as little children ye shall in no wise enter into the Kingdom of God." Rotary in like manner says to her members, "Renew your youth," "don't grow old," "be a child all your life."

Do you remember in *Dombey & Son* where the magnificent Dr. Blimber says to Dombey, "We'll make a man out of you," and little Dombey replies, "I don't want to be a man, I want to be a boy." Bless his heart, we all approve of his righteous rebellion against growing up. Let us keep young.

Now, one of the outstanding marks of youth is the spirit of play and the unrestricted intimacy of acquaintance which play develops. And, so Rotary in order to promote acquaintance says to her men, "Come now, and let us play together." At first some of us who are a bit more conscious of our dignity than others act like the boy standing on the bank shivering and fearful to take the first dive into the water. When I was a boy that first dive or jump was called "getting over your pains." But when you jump in and got under, what a grand and glorious feeling it was to swim and dive and splash in the pond.

So some find it hard to "get over their pains" in the matter of play; but when they get over the first shock how happy they are. "There's nothing like it," they say. "I find I don't lose any dignity that's worth keeping and I do gain acquaintancehip that makes me rich indeed."

To select a group of eminently respectable men all of whom are in the advanced stages of baldness and invite them to stand up and sing—"Hericide—Hair again on me"—is, we believe, in some respects quite edifying. It serves to impress upon men who heretofore thought they had nothing in common the fact that they are all bald. And, so, under the warmth of the spirit which play calls forth false formality fades away, artificial barriers are shriveled and men begin to speak and act like men.

Nothing makes for the development of personal intimacy like the spirit of play.

#### (c) By the Use of the Given Name or Familiarity

This has not commended itself to everybody, but I think the results which the custom has secured has firmly establish it as an approved practice among Rotarians.

Here I think one might say that the end justifies the means. For when I call a man Bill, or Jack or Tom, I am not making an unprovoked attack upon a long-established custom of polite society; I am just trying to set up such a point of contact between myself and Bill, and Jack, and Tom, as will make for team-work and comradeship and efficiency in achieving the objects of Rotary.

When George Reid, the high commissioner for the Australian Commonwealth, was knighted, his democratic associates balkt at calling him "Sir."

A friend at a dinner called out: "Say, 'Sir' George, what does K. C. M. G. after your name mean?"

Without a moment's hesitation the new Knight Commander of the Order of St. Michael and St. George answered: "Keep calling me George."

So says Rotary, for she believes that one of the obvious aids to acquaintancehip is the use of the given name or its equivalent in calling a man.

Now all these simple devices for promoting acquaintancehip are resorted to in the interests of our ideal of service and as an aid to success.

Rotary just wants to supply what is lacking in the daily intercourse of men in

business and professional life—just what is lacking among the nations of the earth. For what is one of the greatest barriers to world peace? Is it not a lack of acquaintance among races and peoples of the earth? What is all this talk about an Anglo-Saxon alliance? Does it not signify to you and me that what is lacking and what is sought is a better acquaintance among diverse peoples and governments? Indeed, I make bold to say that Americanization cannot proceed one bit faster than our ability to become acquainted as a nation.

Rotary exists to foster and encourage this broad acquaintance as a basis for individual and social progress.

#### 5. The Interchange of Ideas and of Business Methods as a Means of Increasing the Efficiency and Usefulness of Rotarians

I THINK it was former President Garfield who said that "A university is a log with Mark Hopkins on one end and a student on the other." Well, there can be no denying the fact that to sit at the feet of a man who knows what he is talking about is not infrequently both informing and inspiring. Rotary offers such an opportunity to its members by having Rotarians discuss their own business from time to time. This, I think, is one of the greatest achievements of Rotary in the way of increasing the efficiency and usefulness of Rotarians.

For example: let me cite an instance of recent occurrence in the Albany Club. The member speaker was a modest young fellow, but a capable business man and

an enthusiastic Rotarian. He is at the head of the Albany Embossing Company. Now not many Rotarians knew much about embossing; indeed, many knew little or nothing: for the most part, I should say, nothing.

As chairman of the Entertainment Committee I invited this fine young business man to tell us about his own business. It was a revelation. The story was well told and it was worth telling. We learned something about embossing in general and about the member's business in particular. Everybody was helped. Now, when you think that from time to time the banker, the printer, the typewriter man, the adding machine man, the weather man, the automobile man, the school man, the insurance man and so on, tell us the history of their businesses and the story of each one's business in particular, you can readily see that Rotary provides a sort of university extension which is calculated greatly to increase the efficiency and usefulness of Rotarians.

#### 6. The Recognition of the Worthiness of all Legitimate Occupations and the Dignifying of the Occupation of Each Rotarian as Affording Him an Opportunity to Serve Society

THE work of a man's daily calling must never be allowed to be classed as secular and his Sunday worship and work as sacred. It is a misleading distinction which says that the Lord's work is done on Sunday only. Listen to these lines:

"All may of Thee partake;  
Nothing can be so mean,  
Which with this tincture (for Thy sake)  
Will not grow bright and clean."

A servant with this clause  
Makes drudgery divine,  
Who sweeps a room, as for Thy laws,  
Makes that and the action fine."

Rotary, therefore, dignifies the occupation of each Rotarian by relating it to the Kingdom of God and by impressing upon the Rotarian that the business of each is a God-given opportunity to serve.

"Work," as Henry Drummond said on the death of his friend John Ewing, of Melbourne, "is given man, not only, nor so much, perhaps, because the world needs it, but because the workmen need it. Men make work; but work makes men. An office is not merely a place for making money; it is a place for making men. A workshop is not a place for making machinery only; it is a place for making souls, for filling in the working virtues of one's life; for turning out honest, modest, and good-natured men."

Rotary proposes that a man shall answer the question: "What is your business making out of you?" as well as "What are you making out of your business?" "Is your business making out of you a benefactor or an exactor, a conserver or a miser, a philanthropist or a patronizer, a slave or a servant?

These, then, are the objects for which a Rotary Club exists and they are designed to be coupled with the fidelity and courage and activity of each individual Rotarian.

## General Sir Arthur Currie, K.C.B., K.C.M.G., Rotarian

ONE of the especially satisfying episodes in the history of the Rotary Club of Victoria, British Columbia, Canada, was the day Canada's national war hero, General Sir Arthur Currie, was made a life member of Rotary in his home city.

Currie of Canada, as he was known overseas, builded for the eminence which he attained way back in young manhood. And he built on service.

Twenty-six years ago he came to Victoria from Strathroy, Ontario, the place of his birth. He was then seventeen years of age. At nineteen he became a private in the 5th Regiment, Canadian Garrison Artillery; five years later gained his commission, and one year following assumed command of No. 1 Company in the unit, which position he held for eight years. The last seven of those years his company won the efficiency shield of the Regiment. In 1902 he was promoted to the rank of Captain, became a Major in 1906, and Lieutenant-Colonel in 1909, when he succeeded to the command of the Regiment. In 1913 he was transferred to the com-



General Sir Arthur Currie

mand of the 50th Gordon Highlanders of Canada, upon its formation, and immediately after the outbreak of war, the following year, was offered the leadership of a Canadian brigade. This he at once ac-

cepted, and was made a Brigadier-General forthwith.

The part Sir Arthur played in the Second Battle of Ypres and at Festubert, his first engagements of the War, form glorious pages in Canadian history, and won his promotion to Major-General, in command of the First Canadian Division. A few months after Vimy was taken and the Canadian Corps was well seated in front of Lens, Currie was advanced to its full leadership with the rank of Lieutenant-General. Many achievements followed, among them the last great stroke of the War—the recapture of the historic town of Mons, Belgium, just before the memorable day of November 11, 1918, when the Armistice made an end to hostilities. In acknowledgment of his brilliant service during the Great War, the King of England laid across his shoulder the sword of a Knight Commander of the Bath.

Sir Arthur Currie has been recently appointed principal of McGill University, Montreal, Canada's leading educational institution.

# Standing of Clubs in Attendance Contest for Month of June, 1920

THE report for this month on the face of it looks very bad, but there are some explanations. The June attendance reports were handled by the new governors. Thru an unavoidable delay in printing and getting report blanks to both the clubs and the governors, and a misunderstanding on the part of some of the new governors as to who was to handle the reports for this month, there was quite a mixup. Four districts haven't come in at all. Three districts came in after the 15th—too late to be used in the Club contest. No doubt, everything will be running smoothly by next month.

It is interesting to compare the figures for June, 1920, with those for June, 1919. In 1919 there were no districts above 66%; in 1920, eight districts are above 70%. Last year there were 72 clubs not reporting for the month of June. This year there are 267 clubs not reporting, and yet the average percentage for all districts is only two per cent less than last year, which shows that the attendance is a great deal higher this year.

Vancouver and Memphis are new arrivals in the ten highest of Division A. Portland, Ore., lost out this month after a reign of eight consecutive months. Their percentage dropped from 74 to 55. How about this, Pete and Charley?

Our hopes are blasted—Chicago, after successfully keeping out of the low five for several months, has "gone and done it." They are back with a percentage of 42.11, keeping company with the other well-known "cellar" clubs.

Davenport just skinned in this month as the tenth club in Division B—Ten Highest. We nearly had heart failure as we figured, for a fall-down after nearly two years of continued success in keeping among the ten high, would certainly be a calamity. Better speed up a little, Davenport. Don't get too near the ragged edges.

Salisbury, N. C., heads the ten high of Division D this month with a percentage of 97.7. They held one 100% meeting during the month.

Districts Nos. 22 and 23 gave us only the percentages—hence the omissions in the other columns. We believe the 22d District takes first honors this month—7 clubs out of 17 among the ten highest of the various divisions. District 23 with 26 clubs has 8 clubs among the ten highest. District No. 2 has the largest number of clubs among the lowest of the various divisions—Boston, Augusta, Providence, Haverhill, Fitchburg and Holyoke.

We are hoping for a much better report for next month when everyone—new secretaries and new governors—will be in the harness and "on the job".

—The Chatterbox.

## STANDING OF CLUBS IN ATTENDANCE CONTEST FOR MONTH OF JUNE, 1920

Division A—Clubs having more than 200 members.

Division B—Clubs having between 100 and 200 members.

Division C—Clubs having between 50 and 100 members.

Division D—Clubs having less than 50 members.

Only those clubs whose reports have come thru the District Governors' hands to the Headquarters office by the 15th of the subsequent month are considered in the competition.

NOTE—Bold-face figures before names of clubs designate number of times in succession clubs have appeared in list.

### Name of Club

Membership	Number of Meetings	Average Percentage
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### DIVISION A—Ten Highest

7 Worcester, Mass.....	242	2	82.23
20 Oakland, Calif.....			80.10
13 Tacoma, Wash.....			78.5
4 Seattle, Wash.....			78.12
3 Toronto, Ont., Can.....	330	3	76.06
6 Los Angeles, Calif.....			75.4
20 San Francisco, Calif.....			74.41
20 Indianapolis, Ind.....	294	5	70.67
Vancouver, B. C., Can.....			70.00
Memphis, Tenn.....	231.4	5	69.40

### DIVISION A—Five Lowest

5 Boston, Mass.....	259	5	49.03
Chicago, Ill.....	364	5	42.11
8 Cleveland, Ohio.....	356	5	40.89
20 New York City, N. Y.....	453	5	38.00
6 Brooklyn, N. Y.....	352	3	31.00

### DIVISION B—Ten Highest

4 Niagara Falls, N. Y.....	141	5	85.2
San Diego, Calif.....			84.55
6 Bellingham, Wash.....			83.95
4 Newark, N. J.....	157	5	82.65
Waterloo, Iowa.....	145	4	82.8
2 Regina, Sask.....	100.5	4	82.56
4 Calgary, Alta.....	126.8	4	81.86
4 Quincy, Ill.....	110	4	81.57
Victoria, B. C.....			81.44
21 Davenport, Iowa.....	162	4	81.2

### DIVISION B—Five Lowest

2 Holyoke, Mass.....	100	5	49.00
Augusta, Maine.....	112	1	50.89
4 Reading, Pa.....	123.5	4	45.14
4 Youngstown, Ohio.....	150	5	44.4
2 Providence, R. I.....	151	3	43.04

### DIVISION C—Ten Highest

Santa Barbara, Calif.....			93.96
5 Boulder, Colo.....	58.5	4	91.02
Spartanburg, S. C.....	56	3	90.47
Berkeley, Calif.....			89.00
2 Champaign, Ill.....	86	4	88.95
3 Grand Junction, Colo.....	54	5	87.77
Jersey City, N. J.....	71	4	85.21
5 Henderson, Ky.....	54	4	85.18
Harrisburg, Ill.....	64	4	85.15
San Jose, Calif.....			85.00

### DIVISION C—Five Lowest

Alexandria, La.....	85	2	51.00
3 Haverhill, Mass.....	84	2	50.00
Pottsville, Pa.....	64	4	45.70
Shamokin, Pa.....	58	4	45.69
5 Fitchburg, Mass.....	76	5	44.73

### DIVISION D—Ten Highest

Salisbury, N. C.....	22	2	97.7
2 No. Battleford, Sask.....	20	4	97.05
2 Nanaimo, B. C.....			95.84
Centralia, Wash.....			95.83
Loveland, Colo.....	23	5	94.4
Santa Ana, Calif.....			93.6
Princeton, Ind.....	49.2		93.06
2 Aurora, Neb.....	29.8		92.8
Cairo, Ill.....	35	4	92.68
Macomb, Ill.....	30	4	91.42

### DIVISION D—Five Lowest

2 Morris, Ill.....	42	5	50.00
Kendallville, Ind.....	40	4	49.38
Greenwood, S. C.....	25	1	48.00
Ogdensburg, N. Y.....	48	4	45.83
2 Sherbrooke, Que.....	29	2	44.82

## JUNE ATTENDANCE REPORTS FROM DISTRICT GOVERNORS (In order of percentages)

District	Name of Governor	No. of Clubs in District	No. of Clubs Not Reporting	Average Membership of Clubs	Average Per Cent Attendance of All Clubs in District	No. of Clubs Reporting	Average Per Cent of Sixty or Above
23 Alex. Sheriffs.....		26			81.09	26	
19 Crawford C. McCullough.....		14		71.5	80.95	14	
21 Roger H. Motten.....		22		46.42	80.30	21	
16 Chas. Strader.....		52	1	49.09	74.16	51	
22 Clayton M. Williams.....		17	1		73.78	16	
7 Rogers W. Davis.....		33		62.05	73.44	30	
13 L. L. Graves.....		15		100.67	71.62	15	
14 Benj. C. Brown.....		30		57.78	70.01	25	
5 Ralph W. Cummings.....		34	1	50.65	65.91	24	
1 G. S. Inman.....		6	1	62.5	63.18	4	
12 James O. Craig.....		43	7		62.75	33	
8 Truman L. McGill.....		46	7	55.3	61.46	34	
3 Thos. C. Sheehan.....		28	4	98.59	59.03	20	
9 H. E. Van de Walker.....		27	4	73.09	56.58	21	
2 Chas. W. Lovett.....		33	5	68	53.15	17	
4 F. A. Lidbury.....		34	7	120.5	52.98	22	
15 Harry B. Craddick.....		39	19	71.84	36.37	18	
10 John R. Bentley.....		31	16	131.4	30.02	9	
11 Chas. E. Watkins.....		45	32	65	21.01	11	
6 Edwin C. May.....	No Report Received						
17 Robert H. Timmons.....	No Report Received						
18 Robert E. Vinson.....	No Report Received						
20 Joe T. Young.....	No Report Received						
Total number of districts reporting.....					19		
Total number of districts not reporting.....					4		
Total number of affiliating clubs (30 June, 1920).....					757		
Total number of clubs reporting.....					461		
Total number of clubs not reporting.....					367		
Clubs at large and in the British Isles (no report required).....					30		
Total number of clubs reporting no meetings held.....					1		
Total number of clubs reporting average per cent of sixty or above.....					411		
Average per cent of districts in U. S., Canada and Cuba.....					50.77		

# The Rotarian's Open Forum

These columns are open to readers of the magazine for the discussion of questions of general interest or vital import. Contributions should be brief. Being expressions of individual opinion, they are presented without approval or disapproval.

## A Rotary Catechism

By Guy Gundaker

**Q.** Name the different countries in which there are Rotary clubs.

**A.** The United States (including Honolulu, Manila, San Juan and Ponce), Canada, Great Britain and Ireland, Cuba, Uruguay, Argentina, India and China.

**Q.** How many clubs and how many Rotarians are there in the world, approximately?

**A.** Over 700 clubs and over 50,000 Rotarians.

**Q.** What is the Rotary club organized to accomplish?

**A.** The Rotary Club is organized to accomplish four general things: first, the betterment of the individual member; second, the betterment of the member's business, both in a practical way and in an ideal way; third, the betterment of the member's craft or profession, and fourth, the betterment of the member's home, his town, state and country, and of society as a whole.

**Q.** Relative to the betterment of the member's business—can it be possible that Rotarians are expected to exchange business with other members?

**A.** Rotarians are neither *required* nor *expected* to exchange business with each other; whatever business is transacted between members comes as a natural result of friendship made among members; as a result of the confidence established in a member's ability to render service—the genuine 100 per cent service which one Rotarian soon learns to expect from another Rotarian.

### Individual Benefits

**Q.** In what ways are the *individual members* benefited?

**A.** Rotary tends to broaden the members' knowledge of other business and professions; it arouses them to service for others. Rotary helps them to attain their greatest possibilities; it makes them leaders among men.

**Q.** Has Rotary any *standard of practice* for its members?

**A.** Yes. The Rotary Code of Ethics which was adopted at the Rotary Convention in San Francisco in 1915.

**Q.** Is the Rotary Code of Ethics *only* for members of Rotary clubs?

**A.** It is first of all for Rotarians to follow in their respective business and pro-

fessions and it is equally applicable to their personal habits as well as their business and professional conduct. Second, Rotarians are representatives from Rotary to their respective crafts and professions. The betterment of a member's craft as a whole can be best accomplished by carrying to the craft or profession Rotarian ideals of business morality and service, not necessarily because they are Rotarian but because they are ethical and right.

**Q.** Are Rotary activities *confined* to the creating of better business and professional practices throughout the world?

**A. No.** The Rotary club is also organized for the betterment of our homes, our towns, our states and our country—in fact; of all society. These betterments naturally group themselves into two main lines of effort—civics and charities. Rotary's province is to train its members to be better citizens, to be better members of the chamber of commerce and other organizations for the public welfare. All phases of local activities are discussed at meetings. Greater emphasis is placed on *individual effort* than on *concentrated club effort*, altho there may be and are occasions when the latter is necessary.

### Politics at Club Meetings

**Q.** From what has been said are we to infer that political questions are freely discussed in the club?

**A.** Any question on which the respective political parties have taken sides is never submitted to a vote in the club. However, representatives or candidates of different parties may be invited to talk before the club and discuss their sides of a question. The Rotary club is a forum where all sides of a controversy will be given a respectful hearing.

**Q.** Do you know the general membership requirements for gaining admission into a Rotary club?

**A.** Yes, I do. The proposed member must be one of the directing forces of a business and the firm which he represents must be one of the leaders in its line of business. The proposed member's reputation for integrity and character must be above reproach, his personal credit must be unquestioned, and he should have these

points of good fellowship that make him socially acceptable.

**Q.** What is one of the obligations which the Rotary club insists that members must faithfully keep or lose their membership?

**A.** The rule in regard to attendance. Our club expects every man to attend every meeting. The only excuses accepted are for sickness or absence from the city. When a member is absent from his home club and is in a city on the day that another Rotary club is holding a meeting he is expected to attend the meeting as a visiting Rotarian and our club secretary is required to give him credit for such attendance just as if he had been present here.

An attendance contest is being conducted by Rotary International Headquarters and the standing of the clubs in this contest is published each month in THE ROTARIAN.

**Q.** What are some of the features that distinguish Rotary meetings from meetings of other organizations?

**A.** First of all, Rotary clubs are noted the world over for the informality of their meetings and for the courtesy that is exhibited to presiding officers, fellow members and guests. Rotary meetings are also noted for the hearty handshake that is always in evidence and the first-name acquaintance. Other features are the chorus singing by members and the serious and humorous "stunts" always in evidence. Rotary has gained its greatest reputation for the dynamic way in which members of Rotary *individually* and *as a club* put over the things which they decide need to be accomplished.

**Q.** Can you give a brief definition of Rotary?

**A.** Yes, the one given at the Rotary Convention at Salt Lake City and since published. Rotary is a fraternity without ritual, pass-word or secrets; a business organization without commercialism or personal gain; a religion of service and good fellowship without church or creed.

**Q.** Where was the first club organized and in what year?

**A.** Chicago. In 1905.

**Q.** What is the Rotary motto?

**A.** SERVICE ABOVE SELF—HE PROFITS MOST WHO SERVES BEST.

Q. Where did Rotary get its name?

A. From the fact that the early members of the first club met in rotation at the different members' places of business; the word rotation suggesting "Rotary."

#### Reasons for Limited Membership

Q. The Rotary club constitution states that "active membership shall consist of but one man in each classification of business or profession." What are some reasons why the membership is restricted to one representative and an associate from each trade or professional calling?

A. 1. Because it serves to make the club unique and distinctive. (This basis of membership was decided upon in 1905 when the first club was organized at Chicago, Ill.)

2. Because such a membership is very representative of the community and at the same time it is impossible for it to become so large and unwieldy as to make difficult the promotion of acquaintance and friendship among its members.

3. Because with the smaller membership each member has greater opportunities to display his initiative, and united action by all members is easier than with a large, cumbersome membership.

4. Because it invites mental and conversational activities and leads to the constant exchange of new and helpful ideas.

5. Because such membership, altho limited, becomes an ideal assembly for the consideration and discussion of public affairs and all matters pertaining to the public and their trades and professions in general.

6. Because no one profession or allied professions can be numerically strong enough in the club to dominate.

7. Because with one member or an associate member only from a given line it puts upon this man the responsibility of representing his trade or profession in the club with dignity and thoroughness.

8. Because it represents fundamentally a different basis upon which to establish and maintain the membership of the club in that it enables the club to insist that the member should be an active live-wire member or surrender his representation to someone else.

9. Because this plan of membership tends to create a broad view and sympathy on the part of the business and professional man toward other businesses and professions than his own, lifting him out of the narrow rut of single business routine, giving him suggestions, viewpoints and special information obtainable in no other way or in any other club.

#### What Is Service?

WHAT is service? Are there any definitions extant? Or is it one of those vague verities utterly indefinable and defying analysis, yet compelling one's life? Love is one such. So are valor, virtue and truth. Yes, and even electricity. Fact can still be fact, tho its exposition sound mightily like fiction.

To define is to set limits—to tell what a

thing is not. Wherefore, to define service:

Service is not giving something for nothing. We know that by another name; we call it gambling.

He serves not best, who is forever handing out "roast turkey every day to everybody" (Carlyle's ironic caricature of American Democracy). That is charity—foolish charity. That is charity that impoverishes the beneficiary and defrauds him of thrift and industry; it is not service. It begets no social profit, one way or another. It has no social value.

Service is not rendering help at "cut rates" or "a mark-down price."

Nor indeed is service prompt repairs administered in excited fashion to a car in the ditch.

Our motto runs, "He profits most who serves best."

Can one associate profits and service? Yes, verily! One cannot dissociate them.

Service returns a profit. If it does not, it is not service. One may be generous, willing, courteous, prompt, all these; but if he derives not a profit, that fact is *prima facie* evidence that he is not rendering service. Folks insist on paying for that which they value as service.

Nothing is free—not even salvation. The old hymn is wrong—always has been wrong. Salvation is not free. It was given at the cost of a life. It is bought at the same price. And he who refuses the price, goes home with a cheapened article—not salvation.

Service then, is honest value honorably and graciously bestowed for a price that nets a profit. He who offers that which has social value, whether it be goods, luxuries or religion, and insists upon a price that nets a profit, renders service and he will have no trouble getting his price.

A great sociologist has said that he who takes from a community in money more than he returns in social value is a grafter. Let it be known then, that one can take from a community in money an unlimited amount, provided he return an equal amount in social and community value.

—Miles H. Krumbine.

#### Consider the Acorn

IT is a nut, yet when it falls from the tree it has wrapt up in its shell an unalterable resolution to produce an oak tree.

It is a nut, but it needs only the environment of earth, warmth, and moisture to accomplish its job.

It is a nut, but it never produces a string bean vine, a lemon tree or huckleberry bush.

It is a nut, but it specializes on oak trees and never fails.

You, too, may be a nut, but if you specialize you will win.

You, too, may be a nut, but if you have the acorn's same high purpose, the same firm resolve, no human power can stop you.

Consider the acorn; it, too, is a nut.—Reminder.

#### Suggested

WHEREAS there are about 10,000,000 automobiles in the United States, and

Whereas these automobiles may afford a means of "Service above Self," thus presenting their owners with an unique opportunity to profit most by serving best;

Therefore, be it resolved: That the International Association of Rotary Clubs organize the Order of the Sign of the Three Fingers. The symbol of the order shall be a hand holding three fingers upright.

Any owner of an automobile may become a member of the Order by placing the symbol of the three fingers on his windshield, and by abiding by their meaning, when possible. The symbol may be removed when necessary.

Any pedestrian who is making a journey of a half mile or more, over the same road, by holding up three fingers may, ordinarily, claim a seat in an unfilled automobile which displays the Sign of the Three Fingers. Willing service is the real test of brotherhood.

—Edward Bates Turner, Rotarian, Clarksburg, W. Va.

#### Think It Over

BRIGDENS—LIMITED,  
Artists, Engravers, Printers.  
160-164 West Richmond St.,  
Toronto, Can.

M R. JAMES H. SPENCER,  
Care Secy. Rotary Club,  
Dubuque, Iowa.

Dear Sir:

It was with much interest that I read your article entitled *The Skill of the Deaf*, which appeared in the May number of THE ROTARIAN.

As one who all his life has known the deaf intimately, I wish to confirm in every way what you there say. In our plant we are using them most successfully as artists and engravers. The writer's father was a semi-mute, and for 25 years conducted our business in Toronto. There are fully 300 mutes and semi-mutes in Toronto, and every male is and has been steadily employed. They have proven themselves excellent workmen, gathering knowledge appertaining to any industry in an exceedingly quick manner.

As a brother Rotarian I would urge that these unfortunate afflicted people be given every opportunity to establish themselves firmly in any community in which they reside.

Yours rotarilly,

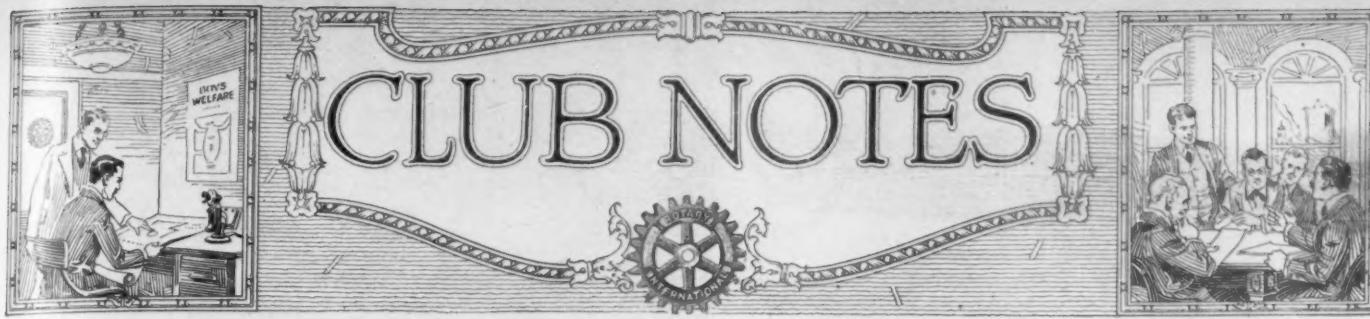
Geo. Brigden.

#### No Difference

A WOMAN was in a law court when she was askt her age, and answered: "Thirty-five."

"But," objected the judge, "you were before me two years ago, and you said then that you were thirty-five."

"Your Honor," she loftily replied, "I am not one who would say one thing at one time, and another thing at another time."



## Rotary At Sea

**U**S. M. S. "NEW YORK" IN MID-ATLANTIC, LATITUDE 40° 50' N.; LONGITUDE 57° 15' W.—Nine Rotarians met on board the U. S. M. S. *New York* and decided to form the first sea-born Rotary Club.

Being unable to secure a charter from the I. A. R. C., an emergency was declared to exist and the following signed as charter members: Joseph Dove-Smith, Niagara Falls, N. Y.; Harry S. Gray, Louisville, Ky.; John G. Jones, New York, N. Y.; Jere M. Locke, Muskogee, Okla.; Ray Lovell, Columbus, O.; Arthur E. Murdock, Wichita Falls, Texas; Geo. A. Osborne, Sault Ste Marie, Mich.; Ralph Putnam, Philadelphia, Pa.; Joseph Shields, Spokane, Wash.

The club organized by the election of Henry S. Gray, president; Jere M. Locke, secretary, and Ray Lovell, sergeant-at-arms. Commander W. T. Roberts, captain of the U. S. M. S. *New York*, was unanimously elected an honorary member of the club.

The club's treasury being in poor financial condition, each member was fined 100 centimes for not wearing his official badge.

Jones of New York and Wales address the chair as *Mr.* Gray and was relieved of 10 cents in good U. S. coin.

It was decided that all fines should be added to the proceeds of the concert to be given by the passengers during the voyage in aid of the Seamen's Charities of New York and Southampton.

The Secretary was instructed to notify the home clubs so as to secure proper credit for their attendance.

At the suggestion of one of the members a list of the charter membership was made and consigned to Father Neptune in a water-tight case.

The first meeting having been held on Thursday, April 29th, a second meeting was held on Sunday, May 2nd, and an attempt made to photograph the club. No proofs having been received to date it is feared that new lenses had to be procured. It was also decided to hold a "Ladies' Night" on Wednesday, as the captain promised to land all passengers on Thursday. A committee of two was appointed to arrange details of the final meeting and purchase souvenirs for the ladies.

Wednesday evening the club met in the dining salon at 9 o'clock, six ladies being

present. In order that a fair and equitable distribution of the souvenirs might be made the ladies rolled two small ivory cubes with sundry black spots thereon, the highest number to have the first choice.

Mrs. Dove-Smith rolled a two, as did Mrs. Shields. When Mrs. Gray and Mrs. Jones also rolled twos the President was charged with having supplied loaded dice.

## He Practices What Others Preach



Lieutenant Carl Clark, a Rotarian, of Tulsa, Oklahoma, is now serving in the Kosciusko Escadrille in Poland, against the Bolsheviks.

He denied the charge and proved his point by rolling a six and a one.

The younger members then rolled and Miss Jane Whitney Gray and Eleanor Gray each rolled a four.

In view of the unanimity of the procedure it was fortunate that the ship's department store as exemplified by the barber shop was rather limited in its stock, each of the married ladies being presented with an embroidered hat ribbon and the young folk with an enameled pin. As some of the members were scheduled to leave the ship at Cherbourg early the next morning the club adjourned *sine die* at about 11 p. m., each member relinquishing his membership as he stepped on terra firma.

**CARDIFF, WALES.**—An interesting talk given before the Rotary Club recently was by Rotarian John Hutchinson who spoke on *Origin, Formation and Reduction of Iron Ores*. He said that the amount of iron ore used yearly throughout the world totals 200,000,000 tons. He urged the utmost economy in the use of the commodity, as iron cannot be renewed like crops from the fields. The question with experts today is whether the supply will hold out.

**CHICHESTER, ENGLAND.**—Rotarian J. Fitzimons, an excise officer, recently revealed his intimate knowledge of *The Manufacture of Spirit*, in telling the history of "John Barleycorn." He traced the manufacture of whiskey from the Egyptians and the Arabs to the appearance of "Usquebaugh," about 1100 in Ireland, in Bonnie Scotland about 1570, and in England in 1300. Only a hundred years ago half the spirits consumed were from illicit stills, and Rotarian Fitzimons gave personal experiences in capturing stills in Scotland, where the original "moonshiners" thrive.

**LEICESTER, ENGLAND.**—One of the younger members of the Club, Rotarian Arthur Pick, recently returned from an extended tour in the United States and Canada and had an interesting and amusing account to give of his travels. Curiously enough he met and made his first acquaintance with one of the oldest members of the Leicester Club, John Harrison, in the office of the New York Rotary Club, altho the two men had lived within a quarter of a mile from each other in Leicester.

**GREENVILLE, NORTH CAROLINA.**—The Boys Work situation in Greenville is different from that in the usual city in that Sam Phillips, who is Chairman of the Boys Work Committee, discovered that while there were very few under-privileged boys there, there were a great many over-privileged boys who needed the immediate attention of the Rotarians. In solving the situation Alex Blow was called upon to found a stock company in which each Rotarian was allowed to purchase four shares of stock, giving sufficient funds so that \$10,800 could be borrowed to start activities by which the over-privileged, pampered darlings of the town could be worked down into real boys. A new Rotary Club House will be built with a

lounging room with an old time fire place, comfortable chairs, books, magazines, papers; also a forum for Rotary business meetings, a dining room and kitchen. The gymnasium, forty by sixty feet, is the forge in which the Boys Work will be carried out. Thus, Sam Phillips' Chairmanship of the Boys Work Committee has resulted in building a Rotary Club House and has instituted a permanent Boys Work program.

OTTUMWA, IOWA.—Rotary Club has assumed the responsibility of securing \$7,500.00 for the Boy Scouts of Ottumwa. The budget includes a sum sufficient to buy camping outfits for all the scouts in the city.

CHAMPAIGN, ILLINOIS.—Rotarian I. M. Bilderback, President of the United Charities, has announced that every Rotarian in the city is a contributor to the Association.

OAKLAND, CALIFORNIA.—Max Horwinski who gave the group idea plan of attendance to the Oakland Club is now President of the club and the new method is to be followed. The groups will endure as units for the year and will compete in a contest based on three points:—The best group meeting, the highest average individual attendance by group members and the best Rotary achievement by a group.

BERKELEY, CALIFORNIA.—Rotarians of this city have pledged themselves to the support of the development of air service in northern California. President Frank L. Naylor is interested in aviation and had three young aviators from the California Flyers Club address the Rotarians on the subject. The result was enthusiastic endorsement of the young men's work.

SHAWNEE, OKLAHOMA.—The Rotary Club is assembling five hundred books for the patients in the local hospital. In each book there is fastened a poster which reads: "Shawnee Hospital Library. Presented by Shawnee Rotary Club." This form of charity which is comparatively inexpensive in view of the happiness it gives, is one that can be well copied by every club. There is no better companion to a sick man or woman than a good book.

## Welcome, Stranger!"



Rotary Kiosk at Liverpool for visiting American Soldiers  
Sailors

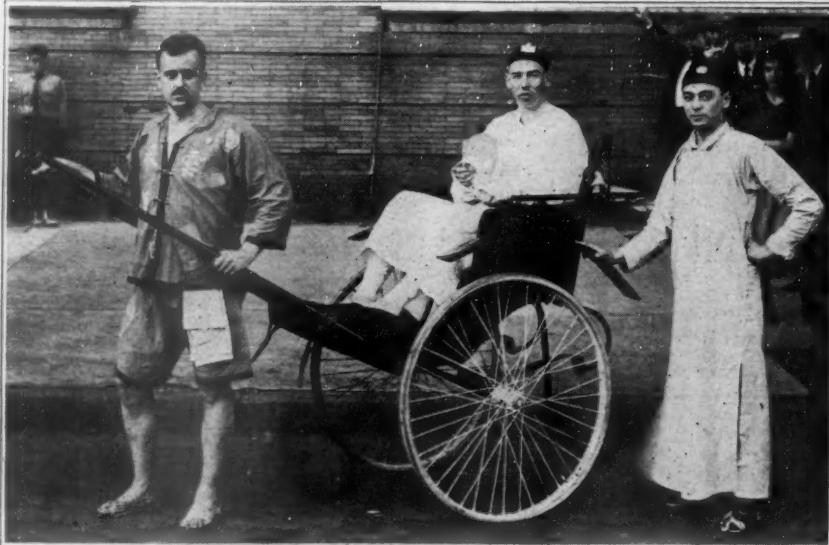
BURLEY, IDAHO.—The Rotary Club entertained Rotarian ex-President William H. Taft recently. Ex-President Taft gave

### The Top o' the Mornin'



Secretary-General Perry and John Sheridan  
of the Dublin Rotary Club give and take the  
hearty handshake.

an address on "The League of Nations." President Clarence Cut-up Baker left for Atlantic City via Portland, Oregon. It is supposed that Clarence made the trip around the world in an aeroplane.



George Treadwell in the traces; Dennis Doyle in the 'rickshaw—all Shanghai  
delegates to the Convention at Atlantic City

BATAVIA, NEW YORK.—Rotarians have been interested in preparing an aeroplane landing in this city for travel by air planned by a big aero company. Air service between New York and Chicago with planes carrying twenty-six passengers is scheduled to commence this summer. The planes weigh about nine tons, loaded, and travel by two four-hundred horse-power motors. The only rate that has been fixed is between Buffalo and New York, which is \$60.00 per passenger. Air service from New York to San Francisco in thirty-six hours is planned for this coming Fall.

DES MOINES, IOWA.—George Mercer has left Des Moines for the Pacific Coast. Des Moines Rotarians recently gave a love feast on the eve of his departure.

DOOTHAN, ALABAMA.—The attendance of this club has jumped from forty-five to seventy-three per cent as the result of a fine of \$1.00 placed on every member for being absent without excuse. The Club accepts a reasonable excuse without a fine, but it must be rendered before the weekly luncheon and not after it is over. The plan is being carried out to the letter, and as a result the members are taking a renewed interest in Rotary.

CHICAGO, ILLINOIS.—Pompeo Coppini, Rotarian sculptor of this city, will erect a great memorial in memory of soldiers from the South who fell in the great war, which is to be erected at the entrance to the grounds of the University of Texas. The memorial is a gift from Major Geo. Littlefield. Robert E. Vinson, Past Governor of the Eighteenth District, is President of the University of Texas.

BELFAST, IRELAND.—The Rotary Club entertained Secretary-General Chesley

R. Perry of the International Association of Rotary Clubs on May 20th, in the Carlton Restaurant, a company of about one hundred being present. Chesley's speech was reported at some length in the Press. He was received by the club with open arms. He was given a fine black-thorn stick suitably inscribed. During his stay he was the guest of Hugh and Mrs. Boyd, who have named one of their boys "Chesley," after him. One of the interesting events at this club was a recent address by Ro-

tarian Prince, who delivered himself of an extremely able exposure of Spiritualism. On June 1st, the club entertained Leslie E. Pidgeon and Russell Greiner, Mr. Pidgeon being a Canadian Rotarian and Mr. Greiner an American, both past-Presidents of the International Association.

®

BUTTE, MONTANA.—The new Chamber of Commerce has just been formed here with seven hundred members. Out of the sixteen Officers and Directors, ten are Rotarians. They are the following: Paul A. Gow, President; Dr. C. T. Witherspoon, Vice President; George N. Short, Vice President; Chas. A. Austin, Secretary; Arthur Perham, Rev. E. Chapman, E. H. Lange, W. L. Maddock, A. J. Davis and J. L. Bruce, Directors.

®

CHAMBERSBURG, PENNSYLVANIA.—The Honorable W. R. Gillan, Judge of the Local Court, address the club recently on the work of the Juvenile Court of Franklin County. He endorset a proposition, accepted by the club, to establish a farm in the county where unfortunate children could be sent instead of to state institutions, impressing upon the members the importance of a capable person to take charge of such an institution, otherwise all efforts would be futile.

®

LYNCHBURG, VIRGINIA.—Senator Carter Glass and B. H. Seal of London recently spoke to the Rotary Club on the naturalness of friendly relations between the United States and Great Britain. Senator Glass was the guest of honor at a supper which was held at the Oakwood Club.

®

BIRMINGHAM, ENGLAND.—The Club in the course of a year elected forty-

#### What is He Looking At?



No, not a chicken; Chesley is taking the right ascension of a sea-gull that has perch'd far aloft on the S. S. St. Paul.

#### In Memory of the Mighty Dead



Central group of statuary for the University of Texas, being done by Rotarian Pompeo Coppini, sculptor, of Chicago.

four new members showing a net increase of thirty-one and entertained five hundred visitors. Fifty per cent of the talks were given by Rotarians. There are active sub-committees under the headings—Hospitality, Speakers, House, Fraternity, Membership and Training of Disabled Soldiers.

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BOURNEMOUTH, ENGLAND.—Cyril E. Beale, at a recent meeting of the Rotary Club gave a most interesting address on *The Growth of British Trade*. The speech was an admirable example of how much information on a big subject can be given in a short time. Beale dealt lucidly with four historical periods—the Roman, Guild, Elizabethan, and Mechanical—directing particular attention to the influence of skilled foreign refugees and the introduction of machinery in the evolution of British industry. He concluded with a reference to the fusion of great companies now taking place, and the growing spirit of service as a corrective to profit-making ideals.

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BRISTOL, ENGLAND.—Miss E. Addison Phillips, B. A. (Headmistress of the Clifton High School for Girls), address the club recently on *Fathers and Daughters*. Some of Miss Phillips' "don'ts" for Fathers were: Don't play the fool before the children, but keep up appearances. Don't measure the fault by the amount of annoyance or inconvenience caused. Don't ridicule the teachers at the school you have chosen. Don't make fun of your daughter's hat. Don't be funny if your daughter develops musical and artistic tastes. Don't forget that your girl may take her father as a standard when making a choice of a husband.

BAY CITY, MICHIGAN.—Rotarians of this city following the policy of keeping High School graduates in their own town, entertained recently fifty-eight boy graduates of the Eastern and Western high schools. The exercises were in charge of Past President James C. McCabe, Superintendent of Schools, and all male members of the faculties were present by invitation.

®

DULUTH, MINNESOTA.—Under the direction of Ed. Filiaut, Chairman of the Committee on Philosophy and Education, every Rotarian on Flag Day, standing before the Stars and Stripes, raised his right hand and took the following pledge: "I pledge allegiance to my flag and the Republic for which it stands; one nation indivisible with liberty and justice for all. Flag of our great Republic, inspirer in battle, guardian of our homes, whose Stars and Stripes stand for bravery, purity, truth and union, we salute thee. We the children of many lands who find rest under thy folds do pledge our lives, our hearts, and sacred honor to protect thee, our country and the liberties of the American people forever."

®

DUBLIN, IRELAND.—When Russell Greiner, Chesley Perry and Leslie Pidgeon sailed from Southampton, Dublin Rotarians sent them the following wire: "God speed you boys. May we see you all here again soon. Only for the love of Mike leave a little more time for our country.—Signed, Tom Grehan, Irish Independent, First Rotary Newspaper in Europe."

(Continued on page 98)

#### New President of Illinois



Dr. David Kinley, President of the University of Illinois.



### Infernal Accident

**G**RIGGS—"When I don't catch the name of a person I've been introduced to I ask if it's spelled with an 'e' or an 'a'. It generally works, too."

Briggs—"I used to try that dodge myself until I was introduced to a young lady at a party. When I put the question about the 'e' or 'i' she flushed angrily and wouldn't speak the whole evening."

"What was her name?"

"I found out later it was—Hill."—*London Tit-Bits.*

(R)

Mr. Peck—Would you mind compelling me to move on, officer. I've been waiting on this corner three hours for my wife.—*Puck.*

(R)

"What!" cried the careful housewife. "You charge me a shilling a pound for these apples?"

"Yes, ma'am," answered the polite grocer, "that is the very lowest price we can sell them for."

"How is it that I can get them from Todd's for eightpence, then?"

"I cannot say, madam. Perhaps Mr. Todd has taken a fancy to you. He is a widower and you are beautiful. Unfortunately I—Yes'm, two pounds? Certainly."—*Blighty.*

(R)

The Client—All right, I'll pay your fee this time, but I'll never come to you for another divorce.—*Life.*

(R)

Wife—Was Mrs. DeStyle in her new gown when you saw her?

Hub—Partly.—*Judge.*

(R)

### Wrongly Christened

**"I**THINK I should have named my baby 'Flannel,' said Mrs. Binks.

"Why?" asked Mrs. Jinks.

"Because," answered Mrs. Binks, "he shrinks from washing."

(R)

A school teacher in the west end of Cincinnati received the following note from the mother of one of her pupils this spring:

"Teacher: I here that mattie is bad in her grammar and has trouble with it. I do not desire that mattie shall ingage in grammar. I prefer her to ingage in more useful studies. I can learn her to speak and write proper myself. I have been through two grammars and I can't say that they ever done me any good. I prefer mattie to ingage in drawing or vokal music on the piano."

### Autumn Song

**I**F you can face a ragweed without sneezing  
And walk undaunted past a stack of hay;  
If you can find a field of daisies pleasing,  
And not require ten handkerchiefs a day;  
If you can stroll in meadowland and orchard  
And greet the goldenrod with gay surprise,  
And not be most abominably tortured  
By swollen nose and bloodshot, flaming eyes;  
If you can go on sneezing like a geyser  
And never utter one unmeasured curse;  
If you can squeeze the useless atomizer  
Nor look with envy on each passing hearse;  
If you can still be merry in September,  
And not lay plans to drown yourself in drink,  
Then your career is something to remember,  
And you deserve an Iron Cross, I think!

—*Christopher Morley, New York Times.*

(R)

Borem—Now, what would you do if you were in my shoes, Miss Cutting?

Miss Cutting—I'd point the toes toward the front door and give them a start.—*London Tit-Bits.*

(R)

"He seems very narrow-minded in an argument!"

"Not at all. He admits that there are two sides to every question—his side and the wrong side."—*Cartoons Magazine.*

(R)

"You advertise this as the best hotel in town," said the man who had stayed overnight.

"It certainly is," replied the clerk.  
"Well, that may be a boost for the hotel, but it's a terrible knock for the town."—*Boston Transcript.*

(R)

"What has become of your niece, Mrs. O'Rafferty?"

"Sure, an' she's done well wid herself. She married a lord."

"Why, you don't tell me! An English lord?"

"No, I don't think he's an English lord. He's a landlord. He kapes a hotel out in Indiana."—*Lubricator.*

(R)

### The Accomplish Layman

**A**NUMBER of premiums have been taken by Bridgeport exhibitors at the Meridan Poultry Show. One of these gentlemen came in and laid an egg of exceptional size on our editorial table recently."—*Bridgeport (Conn.) Telegram.*

### The Eviction

**A**WELL-KNOWN philanthropist in East London gave, the other day, a slum child's version of the story of Eden. She was sitting with other children on the curb outside a public house in Shoreditch, and her version of the story proceeded:

"Eve ses: 'Adam, 'ave a bite?' 'No,' ses Adam, 'I don't want a bite!' 'Garn!' ses Eve; 'go on, 'ave a bite!' 'I don't want a bite!' ses Adam." The child repeated this dialogue, her voice rising to a shrill shriek. "An' then Adam took a bite," she finisht up. "An' the flamin' angel came along wiv 'is sword, an' 'e ses to 'em both: 'Nah, then—ahtside!'"

(R)

"I thought you were a trained nurse," said little Bobby to the lady who had superintended the arrival of his baby sister.

"So I am."

"Maybe you are, but you've been here a week and you haven't even tried to stand on your head."

(R)

### Logic

**A**T a meeting of football enthusiasts before one of the big college games recently, stories of famous players and spectacular plays flew around the table. Tales of how star halfbacks made thrilling runs for scores were related, and also the story of how Siwash held Muggledorfer for the one-inch line was told again. But one of the narrators won the loving cup with this:

"At a certain college where winning was of greater importance than football for the game's sake, a lot of truck drivers and freight handlers were rung in for the game. They were drilled and coached until they did pretty well. But in the game one of the professionals, a big, red-headed Irishman who had just about heard of college, was hit pretty hard. The light of battle shone in his blue eyes. He wanted revenge.

"'9, 24, 32, 161,' called the quarterback.

"Wait a minute; wait a MINUTE," cut in the Gael. "To hell with all those numbers; just show me the mon I've got to lick."

"And the game broke up in disorder."

(R)

"Nature," explained the high-brow, "always rises to equalize everything. If one eye is lost the sight of the other becomes stronger."

"Faith," said Pat, "you're right. When a man has one short leg, the other is always longer."



CASPARI BAVHINI  
BASIL. MEDICI ANATO-  
MICI ET BOTANICI ORDIN.  
&c. in suam humani corporis Ana-  
tomen,

P R A E F A T I O N .

**H**OMINIS, qui a veteribus <sup>a</sup> Aris <sup>b</sup> Phig-  
-porum dictus fuit ( eo quod  
-ius forma ceterarum omni-  
-bus & ceteraque  
-um perfectionem complecta-  
-tur: siquidem essentiam, cum  
-quemadmodum  
-elements: vitam, cum plan-  
-e & corpora  
-is: sensum, cum animalibus: intelligentiam,  
-cum formis diuinis communem habeat) sub-  
-stantiam cōstituentia Medicinæ Parenis Hip-  
-pocrates, <sup>c</sup> tali expressit Aphorismo: <sup>d</sup> τα οὐτα  
-ούμενα, ή λόγια πρώτα: & Medicorum Co-  
-ryphaeus <sup>e</sup> Galenus, Præceptorem imitatus,  
-ηγόντων τα τερπεῖς, sive contentaria,  
-contenta & impetum facientia vocavit. eu-  
-iulmodi esse dicit <sup>f</sup> τα τρίαι μέρη τῶν σωμάτων, τὰ εὶς τὰ  
-σόλidas partes corporis, hu-  
-mores & spiritus. Continentia, <sup>g</sup> solidas par-  
-tes nuncupat, vt quā comprehendant tegā-  
-que humida: contenta, humores, vt quā ioh-  
-dis comprehendantur: & impetum facientia,  
-spīritus, vt qui momento temporis & facile,  
-& cī-

THE above picture of the alimentary tract, including the accurately located vermiform appendix and the Latin text are copied from an old book printed in 1595, a few years after printing was invented, which proves that anatomy of the appendix was known many years before the pathology of the disease was known by the profession.

Our desire is to demonstrate, that although the appendix was known for many thousand years before the disease appendicitis was understood, the disease is none the less serious and nobody thinks of denying its existence by asking the fool question, "If people always had appendicitis, why didn't medical science discover it before the latter part of the nineteenth century?"

Why then should intelligent people ask:

**"If Osteopathy is such a wonderful therapeutic science, why wasn't it discovered until 1874?"**

The fact is many people don't understand it yet.

If you want to be better acquainted with Osteopathy, write us for the name of your nearest Osteopath

George A. Still, Rotarian,  
Kirksville, Mo.

**O**STEOPATHY is the name of that system of the healing art which places the chief emphasis on the structural integrity of the body mechanism, as being the most important single factor to maintain the well-being of the organism in health and disease.

—C. B. Atzen, D. O.

All Rotary Hotels

# Hotels Statler

## BUFFALO

450 Rooms 450 Baths

## DETROIT

1000 Rooms 1000 Baths

## CLEVELAND

1000 Rooms 1000 Baths

## ST. LOUIS

650 Rooms 650 Baths

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New York—Statler-operated

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2200 Rooms 2200 Baths

Seventh Ave., 32nd to 33rd Sts., opp. Pennsylvania Terminal

Every guest-room in each of these hotels has private bath, circulating ice-water and other unusual conveniences. A morning newspaper is delivered free to every guest-room. Club breakfasts.

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Subscription Two Dollars and a Half a Year  
Commencing Any Time

Send your name and address and two dollars and a half to Frank R. Jennings, I. A. of R. C., office 910 Michigan Ave., Chicago, Ill. He will forward them.

By placing your advertisement in "The Rotary Wheel," you will appeal directly to 2,500 of the leading British and Irish manufacturers, jobbers, retailers. You could not choose a better medium. Rates moderate. Obtainable from Frank R. Jennings (address as above) or direct from Thos. Stephenson, Sec'y British Association of Rotary Clubs, 6 So. Charlotte St., Edinburgh, Scotland.

Providence, R. I.  
**THE CROWN HOTEL**  
ment and Comfort for the Traveler  
The Home of Simplicity, Refinement  
FRED MANSFIELD, Prop., Rotarian  
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Are superior and distinctive; wear longer, will not fill the type or dry out. You save by buying direct. Price, 3 for \$2.00; 12 for \$7, prepaid. Guaranteed to please or money back. Send \$1.00 STAMPS for full length sample ribbon and booklet—"Better Typewriter Results." State name and model number of your typewriter. Address Dept. 6, THE RIBBON WORKS, Galveston, Texas.

## OUR SERVICE MEANS RESULTS

(Our Service Free to the Employer)

The great cry and need of the hour is production. Organizations are taking advantage of our service to build up their weak departments by replacing their non-producers with men who can make good.

EMPLOYERS! We are in touch with a large selection of real men. We can and will with your permission, place you in touch with any kind of high-grade help that you may need.

MEN! You who are not now making good to your maximum, should get in touch with us regarding detailed information of the following exceptional openings:

Gen. Manager, Wood Working Experience... \$20,000  
Foundry Manager ..... 15,000  
Asst. Gen. Mgr., Railway Supplies ..... 12,000  
Sales Manager, Trucks ..... 10,000  
Sales Manager, Sheet Metal Specs. .... 10,000

Adv. Mgr., Farm Implements..... \$ 7,500  
Purchasing Agent, Gen. Exper..... 4,000  
Traffic Mgr., Mrs. Plumbing Goods..... 4,000  
Certified Public Accountant ..... 5,000  
Efficiency Engineer ..... 6,000  
Office Mgr., Sheet Metal Specs..... 4,000  
10 Salesmen, Special Machinery ..... 4,000  
and commission.

Chief Clerk, Railway ..... 2,500  
Sales Correspondent, Cream Separators..... 2,000  
Clerk, Specialty Mfrs. .... 2,100  
Clerk, Mech. Rubber Goods ..... 2,400  
Private Secretary, Auto Tires ..... 2,000  
A large selection of openings for General Office Clerks, Bookkeepers, Stenographers, Junior Clerks, and General Office People. Communicate your wants to us immediately.

The Right Man for the Right Place

## BUSINESS MEN'S CLEARING HOUSE

208 SOUTH STATE STREET Jas. O. Craig, Pres. (Rotarian)

CHICAGO

## The Drunkard's Curse

I FOLLOWED the hearse of all my hopes,  
I buried them one by one.  
Gaze upon me and you will see  
What the curse of drink has done.

I had a wife and a child and a home,  
But now I am all alone—  
Oh God, I should never have taken that first  
Insidious ice cream cone!

But I was so young and my friends they were false;  
"Just one cannot hurt you," they said,  
And they started me there with a chocolate eclair—  
Gawd, what a life I led!

My mother said, "Willy, lay off the vanilly  
Them phosphates will lead you astray,  
The devil himself is in sarsaparilly  
And his den is them fountains gay!"

But, fool that I was, I lawfed her to scorn—  
"But I can take it or leave it alone."  
And I drank that same day a caramel frappé;  
Oh Gawd, if I had but known!

For that was the start of my downfall,  
friends;  
From that it was easy to flit  
Down the pathway of vice to the pineapple ice,  
And the hellish banana split.

But one day an angel came into my life;  
"I believe in you, Clarence," she said.  
And I loved her so dearly that for one long year, nearly,  
A temperate life I led.

And a baby came, as babies will  
And grew to a babbling child,  
But I craved all the time just the juice of one lime—  
And the thought of it drove me wild!

One day I fell . . . to an ice cream den  
I slinkt with a sinful slink,  
And I staggered home when the night came on  
The victim again of drink.

That night of shame is a dreadful dream,  
That will haunt till the day of my death,  
When I kissed her my child cried in accents wild,  
"YOU HAVE RASPBERRY CRUSH ON YOUR BREATH!"

That was the end of my happy home  
And I was left all, all alone,  
Oh Gawd, I should never have taken that first  
Insidious ice cream cone.

I've followed the hearse of all my hopes,  
I buried them one by one.  
Gaze upon me and you will see

What the curse of drink has done.

What will become of this wreck of a man,  
This quivering broken reed?  
"Another parfait, with a straw!" I say  
Gawd, what a life to lead!  
—J. P. McEvoy in "Cherry Circle."

### An Oversight

"JOHN," askt father, "do you practice on the piano while I am away at business?"

"Yes, father, every day," replied the boy.  
"How long did you practice today?"

"Three hours."

"Well, I am glad to hear that you are so regular.

"And the next time you practice be sure to unlock the piano. Here is the key. I lockt the instrument last week and have been carrying the key in my pocket ever since."—*Exchange.*

"John," said a loving wife, "I wish you would sing two or three lines of a song for me."

"What on earth do you want me to do that for?"

"There is something I want you to bring home, and I've forgotten what it is, but I think I can remember it if you will sing."

The good natured husband humored the loving wife.

"I remember now, it is a file I want," she said.

Mrs.—"Let me have a little shopping money this morning, Martin!"

Martin—"Certainly. Would you rather have an old five or a new one?"

Mrs.—"A new one, of course!"

Martin—"Here's the one—and I'm four to the good."

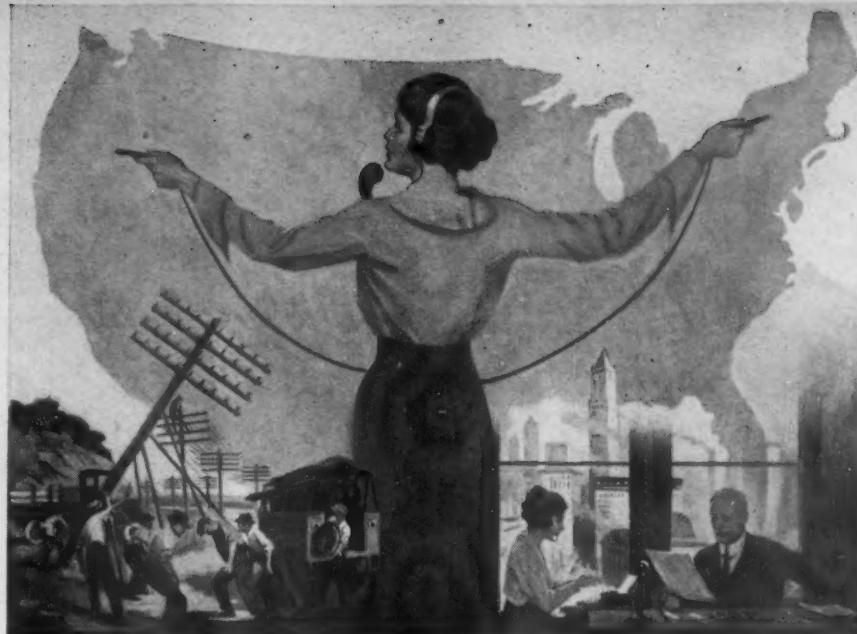
### Rastus Philosophy

DE sunflower ain't de daisy, and de melon ain't de rose;  
Why is dey all so crazy to be sumfin else dat grows?  
Jess stick to de place you're planted, and do de bes' you knows;  
Be de sunflower or de daisy, de melon or de rose.

Don't be what yo' ain't, jess yo' be what you is,  
If yo' am not what yo' are den yo' is not what you is,  
If you're jess a little tadpole, don't yo' try to be de frog;  
If yo' are de tail, don't yo' try to wag de dawg.

Pass de plate if yo' can't exhort and preach;  
If yo're just a little pebble, don't you' try to be de beach.  
When a man is what he isn't, den he isn't what he is,  
An' as sure as I'm a-talking, he's a'gwine to get his.

—Pincht.



## Strength of Organization

Experience of over forty years has developed executive ability. Scientific advancement has brought the telephone from a crude experiment to one of the most perfected of all mechanical devices. Engineering has mastered countless problems involved in the distribution of service. Construction has carried the telephone into the most remote corners of the country. Operative skill has combined the efforts of executives, scientists, engineers and commercial management. These with vision and foresight are the powers which unite in the accomplishment of the Bell Telephone System.

Working in the closest cooperation

with its chiefs is the nation-wide organization of telephone employees. Nothing less than finest loyalty, the most untiring devotion, the recognition of the great importance of their work, coupled with a fixed determination to serve faithfully; nothing less than this unified strength which has been so wonderfully displayed by the management and employees of the Bell telephone could have carried the system through the years of strain which began with the war and have not passed.

Hardly ever has public service required so long and severe a test of a business organization. Never has an army responded with more hearty united and loyal support.

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AND ASSOCIATED COMPANIES



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### **DO YOU NEED AN OFFICE MANAGER, A CREDIT MANAGER, OR A BUSINESS MANAGER?**

FOR the past fifteen years I have made a study of office management, executive financing, overhead expenses, credits, collections, production, purchase, sales, shipments and accounting. Believing that specialization is only one-half the cause of modern industrial development and that co-ordination is the other one-half, I made the office of a business more than the room which houses the operatives and the records, more than the framework or system that ties the parts of a business together. I make the office a living, active organization, which co-ordinates and controls all the activities, whether in the financing, production or selling of the product—so that they function smoothly in perfect unity as one concrete whole, with speed, accuracy and dependableness.

### **BUSINESS PRINCIPLES I BELIEVE IN:**

**FOR OFFICE MANAGER:** Capitalize the invisible capital—good will—by co-operation, co-ordination and promptness.

**FOR CREDIT MANAGER:** Credit is a commodity, the mightiest force in American business, sell it correctly, for, handling credits and collections is selling and reselling.

**FOR SALES MANAGER:** True salesmanship is obtaining customers that stay sold; therefore arouse the interest of each customer in your house and its goods so thoroughly that he will continuously have a mental image of both, for then only will he "stay sold".

**FOR COLLECTION CORRESPONDENT:** Collect while the mental image is fresh.

**FOR CORRESPONDENT:** Be brief, write what you mean, and above all get your personality and the policies of your house inside of the envelope, and journey out that way to visit the customer.

**FOR EACH INDIVIDUAL EMPLOYEE:** Service above self; he profits most who serves best. I have a college and legal education. I am familiar with the law in most states on conditional sale contracts, bailment leases, chattel mortgages, negotiable instruments, trade acceptances, the income tax and the U. S. Bankruptcy Law.

To seek a broader field of endeavor is the reason why I intend to leave my present position as office manager. If my ideas, qualifications and experiences meet with your approval, and you can use my services, please communicate with Carl A. Werner, c/o The Rotarian, 910 So. Michigan Ave., Chicago, Ill.

### **Joshing the King**

THOMAS CARLYLE observed that "kings are ill to joke wi," but there have nevertheless been plenty of jokers so audacious as to "josh" kings with a well-developed sense of humor, such as Charles II., capable of enjoying a sally at their own expense, remarks a writer in the *Philadelphia Ledger*.

It is related that one day when Charles was inspecting a warship at Chatham he asked Killebrew, "Don't you think that I would have made a good shipwright?" Charles was proud of his reputed skill in naval architecture, and, no doubt, by this query, sought a compliment. But Killebrew, who was nothing of a courtier, replied instead:

"I have always thought that your majesty would do better at any trade than your own."

A lively example of French retort to royalty is afforded by the story of Marshal Basompierre and Louis XIII. The marshal had given his majesty an account of his embassy to Spain, setting forth the manner in which he had entered the Spanish capital mounted on a mule. "An ass seated on a mule!" exclaimed Louis, with a laugh, "Yes, sire," replied the marshal, "and the joke of it was I represented you!"

Queen Bess, it appears, had a pretty wit, which she was by no means loth to exercise upon her subjects. In one verbal duel, at least, Elizabeth got the worst of it. Observing in the garden a courtier to whom she had promised promotion that had not materialized, her majesty thrust her head out of the window and called to him:

#### **One on Old Queen Bess**

"**W**HAT does a man think of, Sir Edward, when he thinks of nothing?"

"Of a woman's promise, your majesty," was Sir Edward's response.

Among the neatest of retorts to royalty whereof we have record was that alleged to have been made to the prince of Wales afterward King William IV., by the secretary of the admiralty.

Now William had been bantering the secretary for some time at table. "When I am king," said he, "you shall not be secretary of the admiralty. What do you say to that?"

"God save the king!" rejoined the witty secretary.

#### **Stories of Charles the Second**

**C**HARLES II. once askt his chaplin, Dr. Stillingfleet, "How is it that you always read your sermons before me, when as I understand, you can preach eloquently elsewhere without book or notes?"

The good doctor answered that he was so overwhelmed by his majesty's presence that he could not trust himself otherwise, continuing, "And now, sire, may it please you to tell me why you read your speeches when you have no such excuse?"

When Charles, meeting Rochester one day, accosted him thus: "I believe thou art

the wickedest fellow in my dominions,"  
the witty nobleman immediately made  
answer:

"For a subject, sire, I really think I am."

Almost as disconcerting an answer was once given Frederick the Great, who, wishing to humiliate his physician, asked, "How many men, my dear doctor, have you sent into the other world?"

"Not nearly so many as your majesty," was the retort, "but with infinitely less glory."

#### In the Days of George III

WHEN George III. first met Sir John Irwin, a thirsty soul, he remarked facetiously:

"They tell me, Sir John, you're fond of a glass of wine."

"Your Majesty," gravely responded the courtier, "your informants do me a great injustice. They should have said a bottle."

Again, when George was prince regent, he shouted across a road near Portsmouth to a boon companion: "Hello, you Towers! I hear you're the greatest blackguard in this place."

Towers made profound obeisance. "I trust," said he, "that your majesty has not come hither to take away my character."

It was the same George, who, when he asked Horne Tooke whether he played at cards, received the answer, "Sire, I cannot tell a knave from a king."

#### Frederick the Great's Fall

THE coachman of Frederick the Great once had the misfortune to upset the royal carriage with his dread sovereign in it. When Frederick got out he began to swear like a trooper, abusing the coachman in round terms. The coachman coolly turned the laugh on his master by saying:

"Did you, sire, never lose a battle?"

When Louis XIV. was only 8 years old his love for wrestling and other boyish sports gave many uneasy moments to Laporte, his attendant. On one such occasion he insisted, despite all entreaties, in rolling about on the floor, endeavoring to overcome his cousin, the count of Artois. Laporte calmly put on his hat and sat down. Louis, jealous even at that age of his kingly dignity, at once demanded:

"How can you permit yourself to sit and remain covered in the presence of your king?"

"Pardon me, sire," retorted Laporte, "but I did not think there was a king in the room."

—

All my life I've been a wishin'  
I could git my fill uf fishin',  
Always feelin' sorter blue  
'Cause I'd somethin' else to do.  
Used to think when I's a lad  
Workin' on the farm fer dad,  
Ef I could only have my way  
I'd go fishin' every day.  
It's diff'rent now, you understan',  
This fishin' business ain't so gran';  
Fer now I fish from morn 'till night  
But the gosh-durned fish wun't bite.

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## Club Notes (Continued from page 91)

### For Good Attendance



Loving cup given by Governor Edwin C. May to the Sharon, Pa., Club for the highest attendance record in their District for the year 1919-20

SHARON, PENNSYLVANIA.—Knowing that attendance is the foundation of a successful club, Edwin C. May, Governor of the Sixth District, presented the Sharon Club with a beautiful silver loving cup for having won the attendance contest three consecutive times, three months at a time. Ed says that we were lucky enough to nose out Altoona in the race, our percentage being for the nine months 85.861 and Altoona's being 85.129.

KIRKSVILLE, MISSOURI.—Two municipal play grounds have been established under the boys welfare department of the Rotary Club. The play grounds are in charge of the principals of two schools. In addition to play games, attention is being given to organized play and music, and a band and orchestra are being organized by Rotarian John Neff. The Rotary Playground League of Volley and Base Ball has been formed. The movement has the praise of the entire community.

OAKLAND, CALIFORNIA.—To educate the public to the value of Rotary, the Oakland Bulletin recently carried a ten-page convention special edition. The articles were made up of the Rotary activities and history of the local club.

FORT WILLIAM AND PORT ARTHUR, ONTARIO.—Before the organization of the Fort William and Port Arthur Rotary Club it was predicted that the existence of such a club would be precarious and short lived, as the citizens of the two cities would not function properly. The following are the results: Under the aggressive initiative of the Rotary Club, the Government was persuaded to construct a highway from the

head of the lakes to the international boundary some fifty miles away connecting there with the highway from Duluth, which created an international highway of exceptional merit. It was by the way fitting that the Canadian end of the highway should be called the Scott highway, being named after the Rotarian who was most aggressive in furthering its construction. The twin city clubs also founded the Thunder Bay Production and Conservation Association which brought about wonderful results in the way of production and conservation in this district. It was also instrumental in putting over two victory loan campaigns. These are only a few of the activities founded and fostered by the Rotary Club which have brought the two cities into communication, all of which would have been considered impossible a few years ago.

TROY, NEW YORK.—"Mettler Day" was celebrated at a special luncheon given by the Troy Club. Colonel Charles D. Mettler, commandant, and thirty members of the General Staff College were guests. They came for a special two weeks' inspection of the United States Arsenal.

BAY CITY, MICHIGAN.—To show their appreciation of the perfect attendance record for the year, the club presented both Edwin T. Jones and Paul A. Shares with gold cuff links.

BERKELEY, CALIFORNIA.—Adjutant General J. J. Borree, a guest at a recent luncheon, asked the Berkeley Club to assist in the reorganization of the National Guard.

DALLAS, TEXAS.—The Curtiss aeroplane sent to the Atlantic City convention by the Dallas Club carried many famous people up in the air and along the beach during the convention. Among them were Estes Snedecor, F. W. Galbraith, Frank Jennings, Arch Klumph, Hi Martin, Rufe Chapin and a number of delegates and visitors from Cuba, Canada and China.

ST. LOUIS, MISSOURI.—To show that they are royal folks, the St. Louis Club entertained nearly six hundred visiting Rotarians en route to the convention. Breakfast was served on the roof garden of the Statler Hotel; in the afternoon, automobiles motored the delegates to the ball game between St. Louis and Philadelphia American League clubs; in the evening a dinner was served at the Mission Inn. At 7:30 p. m. a special train from Kansas City brought another large delegation. Five hundred seats had been reserved at the St. Louis Municipal Open Air Theatre and a performance of comic opera was witness. The St. Louis Club raised a large fund to carry out this program.

GLASGOW, SCOTLAND.—According to Rotarian Dewar, this Club is the only one in the world which received a letter from Lord Kitchener during the war, authorizing them to raise a bantam division.

# Report of Committee on Constitution and By-Laws

Willard J. Lansing, Providence, R. I., Chairman

Estes Snedecor, Portland, Oregon  
Charles J. Burchell, Halifax, Canada  
Alexander Wilkie, Edinburgh, Scotland  
Manual Garcia Vidal, Santiago, Cuba

THE Committee on Constitution and By-Laws, having met and considered various suggestions for alterations in the form of government of International Rotary, respectfully recommend as follows:

I. That the practice of holding an International Convention annually be continued; that at each International Convention arrangements be made by the Program Committee for separate national assemblies at which matters exclusively national in their scope and character may be separately considered by the Rotarians from each country represented at the Convention.

II. That the governing executive body of the International Association of Rotary Clubs consist of a Board of nine directors to be elected as hereinafter provided.

III. That for the purpose of electing such directors, the territory of Rotary as at present developt, be divided into nine divisions, each of which shall elect one Director.

IV. That such divisions be for the present as follows:

1. The United Kingdom of Great Britain and Ireland to constitute one division;

2. The Dominion of Canada to constitute one division;

3. Cuba and Porto Rico to constitute one division;

The United States of America to comprise six divisions constituted as follows:

4. Atlantic Coast Division consisting of Districts 2, 3, 4, 5 and 7.

5. North and South Division consisting of Districts 6, 8, 10 and 13;

6. Northwestern Division consisting of Districts 9 (U. S. clubs), 11 and 12;

7. Middlewestern Division consisting of Districts 15 and 16;

8. Southwestern Division consisting of Districts 14, 17 and 18;

9. Mountain and Pacific Division consisting of Districts 20, 21, 22 (U. S. clubs) and 23.

V. That the Board of Directors be empowered from time to time to redistribute the territory of Rotary as it may be developt and for that purpose to create new divisions or alter or subdivide existing divisions.

VI. That upon any such change being made, each division shall be entitled to elect one director, and the Board of Directors shall be increase accordingly.

VII. That the Board be empowered to

formulate from time to time the procedure for making such changes in divisions.

VIII. That except at the election at the 1921 International Convention, Directors be elected to hold office for two years.

IX. That at the 1921 International Convention four divisions shall elect Directors to hold office for one year and five divisions shall elect directors to hold office for two years and that prior to the election at the 1921 Convention, lots shall be drawn to determine the four divisions which shall elect directors to hold office for one year.

X. That at or prior to each International Convention nominations for the office of director may be made by clubs in each division entitled to elect a director at that convention.

XI. That at each International Convention the voting for directors shall be by divisions, and the delegates from the divisions entitled to elect directors at such convention shall vote for one director from their respective divisions.

XII. That the Board of Directors shall meet at such times and places as it may determine provided that the first meeting of the Board shall in each year be held within five days after the close of the Annual Convention. At such first meeting the General Officers of the Association shall be chosen by the Board.

XIII. That the General Officers of the Association shall be a President, three Vice-Presidents, Treasurer, Secretary-General, and Sergeant-at-Arms. The President and three Vice-Presidents shall be chosen from the members of the Board. The Treasurer, Secretary-General and Sergeant-at-Arms may be chosen from Rotarians who are not members of the Board.

XIV. That the administration of Inter-

national Rotary shall be continued by districts, as at present, with district governors as representatives of the International Association, working under the general supervision of the Board of Directors, and in co-operation with International Headquarters, the creation of divisions being merely for the purpose of electing directors.

XV. That, in addition to International Headquarters, the Board be empowered to establish and maintain a branch office in any country to facilitate the administration and promote the interest of Rotary in such country.

XVI. That there shall be an International Council, composed of the Directors, General Officers, District Governors, and Chairmen of standing committees, which shall meet within ninety days after the close of each International Convention, for purposes of conference and planning cooperatively the work and activities of the Association and its member clubs for the current year.

XVII. That the Board have authority to publish in each country, where the circumstances and the best interests of Rotary require it, an official publication, for the use and benefit of Rotarians in such country, and that these publications should be so edited and adapted as to meet the requirements of the Rotary clubs therein. That extensive exchange of Rotary material for publication be maintained between such publications, so that all Rotarians may be kept in close touch with the activities and development of Rotary throughout the world.

—  
A man can't provide his family with loaves and fishes if he does nothing but loaf and fish.

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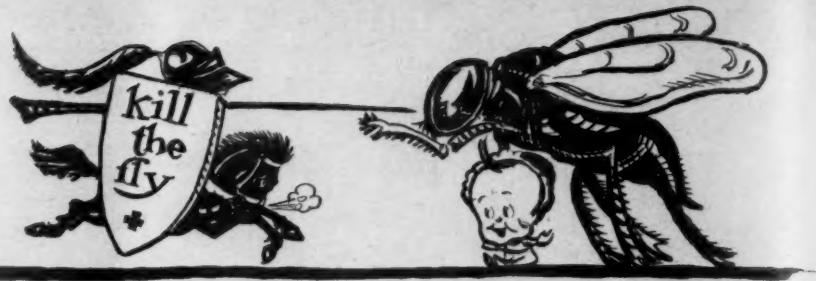


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Vice President & Secretary



THE United States Government makes the following suggestion for the destruction of house flies: Formaldehyde and sodium salicylate are the two best fly poisons. Both are superior to arsenic. They have their advantages for household use. They are not a poison to children; they are convenient to handle, their dilutions are simple and they attract the flies.

#### Preparation of Solutions

A FORMALDEHYDE solution of approximately the correct strength may be made by adding 3 teaspoonfuls of the concentrated formaldehyde solution, commercially known as formalin, to a pint of water. Similarly, the proper concentration of sodium salicylate may be obtained by dissolving 3 teaspoonfuls of the pure chemical (a powder) to a pint of water.

#### Container for Solutions

A CONTAINER such as shown above has been found convenient for automatically keeping the solution always available for flies to drink. An ordinary, thin-walled drinking glass is filled or partially filled with the solution. A saucer, or small plate, in which is placed a piece of WHITE blotting paper cut the size of the dish, is put bottom up over the glass. The whole is then quickly inverted, a match placed under the edge of the glass, and the container is ready for use. As the solution dries out of the saucer the liquid seal at the edge of the glass is broken and more liquid flows into the lower receptacle. Thus the paper is always kept moist.

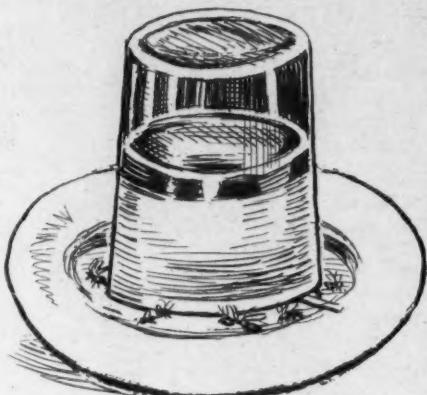
#### Other Simple Preventatives

A NY odor pleasing to man is offensive to the fly and vice versa, and will drive them away.

Take five cents' worth of oil of lavender, mix it with the same quantity of water, put in a common glass atomizer and spray it around the rooms where the flies are. In the dining room spray it lavishly even on the table linen. The odor is very disagreeable to flies but refreshing to most people.

Geranium, mignonette, heliotrope and white clover are offensive to flies. They especially dislike the odor of honeysuckle and hop blossoms.

According to a French scientist flies have intense hatred for the color blue. Rooms decorated in blue will help to keep out flies.



UP AND BURNED.

#### Recipes for Stables, Barns and Out-of-Doors

B ORAX is especially valuable around farms and out-of-doors. One pound of borax to twelve bushels of manure will be found desirable as a poison without injuring its manurial qualities or farm stock. Scatter the borax over the manure and sprinkle with water.

—The Merchants' Association of New York.

#### The Usual Way

He workt by day  
And toiled by night.  
He gave up play  
And all delight.  
Dry books he read  
New things to learn  
And forged ahead  
Success to earn.  
He plodded on  
With faith and pluck,  
And when he won  
Men called it LUCK.

—Houston Bulletin.

#### A Lord of Creation

A SMALL, henpecked, worried-looking man was about to take an examination for life insurance.

"You don't dissipate, do you?" asked the physician, as he made ready for the tests. "Not a fast liver, or anything of that sort?"

The little man hesitated a moment, looked a bit frightened, then replied, in a small piping voice: "I sometimes chew a little gum."

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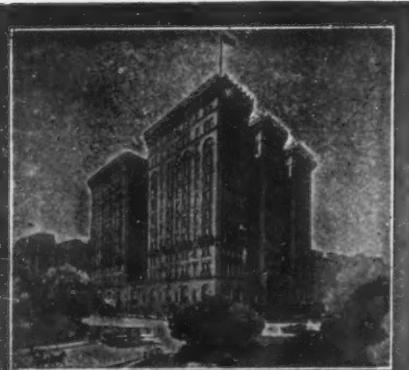
*Members of all Leading Exchanges*

Our private wires reach the following southern resort points:

Jacksonville	St. Augustine
Tampa	Daytona
Palm Beach	Miami
St. Petersburg	Seabreeze
Belleair Heights	

*Direct Private Wires to all Centres*

A. W. MANSFIELD, Rotarian



## Hotel Majestic

*Central Park West at 72nd Street. NEW YORK CITY*

**A hotel of distinction  
For guests of discrimination  
With tariff in moderation**

Near to the center of interest. Comfortably distant from the area of confusion. Stop at the Rotary Hotel next time you're in New York. You will have my personal attention.

*Write me for information budget with auto map, etc., sent gratis.*

**Rotarian Copeland Townsend  
Lessee-Director**

## PAPER HATS FAVORS AND NOVELTIES

**FOR PICNICS  
OUTINGS ETC**

**SPECIAL DESIGNS  
FOR ALL**

**FRATERNAL ORDERS**

**WE HAVE SERVED  
ROTARIANS  
FOR YEARS**

**FAVOR PAPERWEAR WORKS  
VAN HOUSSEN & CO.  
81 W. LAKE ST. CHICAGO**

### Not His Job

"I'M not supposed to do that," said he, When an extra task he chanced to see; "That's not my job, and it's not my care, So I'll pass it by and leave it there." And the boss who gave him his weekly pay Lost more than his wages on him that day.

"I'm not supposed to do that," he said, "That duty belongs to Jim or Fred." So a little task that was in his way That he could have handled without delay Was left unfinished; the way was paved For a heavy loss he could have saved.

And time went on, and he kept his place, But he never altered his easy pace, And folks remakrt how well he knew The line of tasks he was hired to do; For never once was he known to turn His hand to things not of his concern.

But there in his foolish rut he stayed And for all he did he was fairly paid, But he was never worth a dollar more Than he got for his toil when his week was o'er; For he knew too well when his work was thru And he'd done all he was hired to do.

If you want to grow in this world, young man, You must do every day all the work you can; If you find a task tho it's not your bit, And it should be done, take care of it; And you'll never conquer or rise if you Do only the things you're supposed to do. (Copyright, 1920, by Edgar A. Guest.)

### Frenzied Finance

HERE is an incident that a Chanute man tells as having occurred in a certain Kansas town. He was in the ticket office and watcht the proceedings.

A man came up to the window and askt for a ticket to Kansas City, inquiring the price.

"Two twenty-five," said the agent.

The man dug down into a well-worn pocketbook and fished out a bill. It was a bank note for \$2. It was also all the money he had.

"How soon does this train go?" he inquired.

"In fifteen minutes," replied the agent.

The man hurried away. Soon he was back with three silver dollars, with which he bought a ticket.

"Pardon my curiosity," said the ticket seller, "but how did you get that money? It isn't a loan, for I see you have disposed of the \$2 bill."

"That's all right," said the man. "No, I didn't borrow. I went to a pawn shop and soak the bill for \$1.50. Then as I started back here I met an old acquaintance to whom I sold the pawn ticket for \$1.50. I then had \$3 and he has the pawn ticket for which the \$2 stands as security."—*Kansas City Journal*.

## Why Advertise When Oversold?

WHY run an extensive national advertising campaign when sufficient products to take care of orders cannot be supplied? Why do you take out a fire insurance policy on your building? To provide against the contingency of loss by fire, of course—to insure the tangible property asset.

So does a manufacturer advertise when oversold: he takes out a business insurance policy.

He insures two assets, one tangible and the other intangible. The first, his present customers; the second his future customers.

This business insurance—advertising—accomplishes this by building up good-will and favorable reputation. It creates consciousness of the product. A prospective buyer may be obliged to take a substitute, but he knows it is a substitute. He accepts the substitute for a temporary makeshift.

The building up of this good-will and reputation by advertising is accompanied by another psychological factor, and that is: when a man wants something and he can't get it, he wants it all the more.

Thus, advertising when oversold is expressed as business insurance because it has created deferred sales.

—Art Metal Service

# Announcing a Salesman's Arrival

By Frank H. Williams

"I'M on my way toward your office—tearing thru the mud in my little old flivver 'n everything. I ought to send in my card to you about 10:17 a. m. on Thursday unless I bust a crank case or strip a gear or something."

This is the sort of a preliminary announcement sent out by the salesmen of one enterprising firm when they are about to pay their regular visit to a customer. It's a snappy, interesting sort of an announcement—the kind of a thing that makes the recipient grin as he receives it—particularly as it carries a drawing of a salesman smashing thru mud in an automobile, BUT—the company has overdone it! For six months its salesmen have been sending out this same announcement until their customers have come to such a condition of fatigue at sight of it that they feel like rending their hair and howling to high Heaven for relief.

It's a splendid stunt and a good builder of business to herald the prospective arrival of salesmen at the offices of customers; but if there is any particular branch of a firm's business in which care must be exercised, it is certainly right here. Overdoing the thing and tiring the customer out thru repetition of the same old announcement is merely one way in which a firm can get in bad thru using introductions of this character.

"We never send out the same sort of a preliminary announcement twice," declares the sales manager of a particularly alert manufacturing concern. "I'm a great believer in the value of heralding the arrival of a salesman before he gets there. It sort of makes the customer check up the goods he may need and hold off making purchases until our salesman arrives. And it tends to keep our salesman and our house in the minds of our customers. But I feel that in these announcements the same principles hold good which govern most other forms of advertising. Variety is the spice of life and so we try to inject constant variety into our announcements. We feel that repetition simply tires 'em out and turns 'em against our salesmen instead of arousing interest in us and in our representatives. So we send out different announcements every time the salesman covers his territory. And we try to make these announcements lively, entertaining and prestige-building."

"Now," went on the sales manager, "we'd never send out a card like the one you've just shown me on which the salesman says he's plowing mud in his little old flivver. We'd calculate that such a card would convey a bad impression. It would arouse the idea in the mind of the customer that we didn't provide our salesmen with good cars, that our salesmen were making so little money that they couldn't afford cars which weren't liable to break down and we'd

figure that in this way our house would get something of a black eye with the customer. So we try to make all our announcements prestige-building as well as business-building."

All of which certainly sounds reasonable and business-like.

With the words of this sales manager in mind let us examine some interesting salesmen's announcements which convey the right impression and carry with them a prestige-building and business-building punch.

Here's a unique card, about the size of an ordinary postal card, but of considerably heavier stock. On it appears a representation of a red and white flag and upon the flag appears these words: "Quota Buster!" To the right of the flag appears this inscription:

"You've helped me win this flag so you'll probably be interested in learning what it means. Our firm awards one of these flags to every salesman who exceeds his quota over a period of six months. It's the sign and symbol of the better things quota-busting means for each salesman. I'm proud of it. And I hope to win it again during the next six months. I'll tell you more about the plan—if you'd like to hear it—when I call on you on Friday of next week. Jim Smith, salesman for M-B Company."

That sort of an announcement has a news value which the ordinary announcement doesn't have. It conveys an interesting bit of news to the customer about the salesman who has been calling on him regularly for some time back and it assures greater interest on the part of the customer in the salesman than he has heretofore had. And, best of all, it is prestige-building and business-building. It enhances a salesman's prestige to be a breaker of quotas and it enhances the prestige of a house to be one of the progressive firms who shows their appreciation of quota breaking by extra remuneration to their salesmen.

Here's another interesting announcement. It, too, is a simple postal card and upon it appears this inscription:

"MORE SPACE"!!!

"Jim Smith, salesman for the Marshall-Brook Company, who will call on you on Friday of next week, is glad that his company is expanding so rapidly that it has been necessary to secure more space by renting a new four-story building near the old plant. Jim will be glad to tell you all about it when you see him next week."

Everybody likes to see progress, as a general thing. When a customer is buying regularly from a concern the customer likes to feel that the concern is progressive and growing. Consequently a card like this carrying a real news announcement which will interest the customer, is calculated not alone to build more business for the sales-



I don't use my picture in this advertisement because I think I am either good looking or prominent, but I do it so that Rotarians, when they come to New York, may know me when they see me. The picture is a good picture, because it looks exactly as I do.

I cannot be in 4 places at one time, but I am in one of 4 places some of the time, and spend all my time in the 4, so that visiting Rotarians will find me on the job in one of my 4 stores in New York City, located as follows: 3 on the west side of Broadway at 30th, 45th and 99th Sts., and one at Herald Square, 6th Ave. near 35th St.

I am always glad to see Rotarians or their friends because my connection with the Rotary cause has helped me very materially in bettering my business methods and putting a lot of conscience into me and my associates in the matter of making and selling worthy articles, and always at fixed prices.



TRADE MARK

I know that the SALTO-NUTS (Mixed) we sell at \$2.25 the lb. are as good as skill in their selection and ability in their treatment will make them. Our customers say that they are fine.

I know that the ITALIAN CHOCOLATES we sell at \$1.50 the lb., the SUPREME CHOCOLATES at \$2.00 the lb., and the MATINEE IDOLS (Nuted Chocolates) at \$2.50 the lb. are not surpassed anywhere in the world.

"Hatch, He Pays the Parcel Post."

Send for price list. Mail orders receive prompt attention.

Rotarily yours,  
R. L. HATCH.

## TUDOR HALL SCHOOL FOR GIRLS



Successful preparation for all colleges for women and for universities. General and Special courses for those not entering college. Art studio. Domestic science. Gymnasium. Roof playground. Swimming pool. For catalogue address Miss Fredonia Allen, Principal, Indianapolis, Indiana.

## Bordentown MILITARY INSTITUTE

Character  
Scholarship

Individual  
Attention

Each boy is taught how to study. Supervised athletics, wholesome food, carefully regulated daily program of work and recreation and drill produce sound bodies, capable minds and cheerful dispositions. For catalog  
Address COL. T. D. LANDON.

Drawer C-29, Bordentown, N. J.

## Marion Institute

Designated "Honor School"  
1920 By War Department



Superb equipment. 80-acre campus. Patronage from every state and territory of the Union and from foreign countries. Ideally located in the Appalachian foothills in the isothermal belt which the Government found most satisfactory for training soldiers. Complete preparatory and college courses. Unlimited private tutoring without extra charge. Junior and Senior R. O. T. C. Complete equipment for military training. Tactical staff from the Army and U. S. Naval Academy.

### Army and Navy Department

Coaching courses for entrance examinations to Annapolis and West Point; College Courses covering the most difficult parts of the first year's work in the Academy to insure success and high rank. These courses have the unqualified endorsement of the Adjutant General. In 1920 Marion men won appointments in every competitive examination they stood, and made 100% of successes on February entrance examinations to the U. S. Naval Academy. Rates moderate. For catalog and information, address  
Col. W. L. Murfee, Pres., Marion, Alabama.

Wear the Rotary Emblem—Enjoy the Distinction of Being a Rotarian



**THE MILLER JEWELRY COMPANY**  
Greenwood Building Cincinnati, Ohio  
CLIFF. MILLER, President, Rotarian  
Obtain from your Rotary Jeweler or write us direct.

## Do You Want an Export Man?

College man of 32, of executive ability and thoroughly familiar with modern business methods; speaks and writes English, Spanish and Portuguese, seeks connection in the capacity of Manager or first Assistant Manager with firm maintaining export department or contemplating entering export trade. Will go anywhere. Address: Daniel B. Ledo, c/o The Rotarian, 910 South Michigan Avenue, Chicago.

man, but also to build much more prestige for the concern.

It is found upon making an inspection of some of the announcements used by other markedly successful firms in heralding the arrival of their salesmen, that mighty few instances are discovered where these announcements are flippant.

"I find," declared the sales manager quoted in the foregoing paragraphs, "that too jocular announcements have a bad effect. Not all our customers are of the jovial, fun-loving kind. Some of them are morose and even sullen. It riles them up to come in contact with kidding of any sort or description. Consequently we try to keep our announcements as lively as possible and as entertaining as possible, but without getting them entirely into the joke class. It is good business to have them lively, but we don't want to make a joke of our business, you know, so we watch them closely to keep them within bounds."

From all of this it appears that here are some of the things which tend to make the salesmen's announcements a real asset in a firm's business:

Variety—Changing the announcements so that constant repetition will not tire the customers.

Interest—Make them interesting.

News—Give them a news value when possible.

Entertainment—Make them entertaining and readable thru the use of colloquial, unstilted English.

Dignity—Keep them out of the joke class.

## When I Go West

WHEN I go West upon the twilight trail  
That leads where mystery waits behind the veil,  
Let neither dirge nor cry my passing mark;  
For I shall joy, and Love shall light the dark

If I have done  
My loyal best and won—  
When I go West.

When I go West I crave to leave behind  
A few ripe deeds of service to my kind—  
Service so pure that age can not decay,  
Suspicion cloud, nor hate nor doubt betray—

Then shall I sing  
Thru death's enveloping—  
When I go West.

When I go West 't will profit nought to me  
What I have won if I won selfishly,  
Or if I leave behind a wound unhealed,  
A broken faith, or heart with hate concealed.

Then let me give,  
And in that giving live—  
When I go West.

—Willis Garland Brown.

### Song of the Rotarian

IN days of old the prophet saw  
Upon His throne the Lord;  
In holy awe the seraphs stood  
And worshipt and adored.  
"Whom shall I send and who will go?"  
A voice rang mighty,  
And bold the prophet brave replied:  
"Here am I, send me!"

Rotarians! The voice divine  
It speaks to us today,  
To give ourselves, to help, to serve,  
And none dare disobey.  
Rotarians! This be our task,  
Let this our slogan be:  
"Whom shall I send and who will go?"  
"Here am I, send me!"

Let others yield to passion's lure  
That wrecks both soul and nerve;  
Let others seek to domineer—  
We are content to serve.  
We own no masters, are no slaves,  
For service makes us free—  
In brothers' need, when brothers call:  
"Here am I, send me!"

—A. B. Rhine, D. D.  
—

### Courtesy

IF I possest a shop or store,  
I'd drive the gourches off my floor.  
I'd never let some gloomy guy  
Offend the folks who come to buy;  
I'd never keep a boy or clerk  
With mental toothache at his work,  
Nor let a man who draws my pay  
Drive customers of mine away.

I'd treat the man who takes my time  
And spends a nickel and a dime  
With courtesy and make him feel  
That I was pleased to close the deal,  
Because tomorrow, who can tell?  
He may want stuff I have to sell.  
In that case then how glad he'll be  
To spend his dollars all with me.

The reason people pass one door  
To patronize another store,  
Is not because the busier place  
Has better silks, or gloves, or lace,  
Or cheaper prices, but it lies  
In pleasing words and smiling eyes.  
The only difference I believe,  
Is in the treatment folks receive.

It is good business to be fair;  
To keep a bright and cheerful air  
About the place and not to show  
Your customers how much you know;  
Whatever any patron did  
I'd try to keep my temper hid  
And never let him spread along  
The word that I had done him wrong.  
—Author Unknown.

—

Teacher: Now, if you're good, maybe  
some day you'll be great and everyone will  
celebrate your birthday, too.

Johnnie: No chance! Mine comes the  
4th of July.

## CINCINNATI

### The Logical Site of Great Industry

Cincinnati is a vantage point  
for manufacturing of every kind  
—a control center for domestic  
commerce.

Raw materials from all points  
are obtainable quickly in great  
quantities. Transportation facilities  
by rail and river permit a  
stupendous tonnage of freight to  
and from Cincinnati.

Because of her important com-  
mercial advantages we recently  
built in Cincinnati a great power  
plant to satisfactorily meet the  
needs of a large manufacturing  
metropolis.

Now, manufacturers may safely  
locate their industries in Cincin-  
nati with assurance of dependable  
low-cost power-service in amount  
entirely sufficient for any conceivable  
demand.

We extend every assistance to  
manufacturers making investiga-  
tion of Cincinnati's manufacturing  
advantages.

We have able commercial engi-  
neers who will come to you with  
data and details of opportunities  
awaiting manufacturers in Cincin-  
nati. Shall we come to you—or  
will you make us a visit?

### The Union Gas and Electric Company

One of the Columbia Gas and Electric Company's Subsidiaries

Cincinnati, Ohio

Wire or Write H. J. HOOVER, Commercial Manager

## Iron, Steel and Metal Products

Are you having difficulty in locating essential  
material? If so, perhaps we can help you.  
We are in constant touch with Producers, Ex-  
porters, Jobbers, and Dealers in and Users of  
Iron, Steel and Metal Products. We list and  
classify surplus stocks, locate, inspect, buy  
and ship for our customers. Send lists of  
any material urgently needed—we may be  
able to find it for you. Send lists of surplus  
stocks or material for sale—we can sell it  
quickly for you.

E. W. ILES

Shelton, Connecticut  
Phone—Derby 1417

New York City, 109 Water St.  
Phone—Bowling Green 2786

**P**O STAGE  
The 25c monthly magazine that  
tells how to transact business by  
mail—Advertising, Selling, Collecting,  
Catalogs, Booklets, Circulars, Letters, Office  
Sys tems, Money Saving Ideas. Since 1916 the  
official magazine of The Direct Mail Advertising  
Association. 6 months \$1.00; 1 year \$2.00.  
POSTAGE • 18 East 18th St., New York City



Advertising Specialties of Merit  
Earle Hammond - - - Rotarian  
Sayre, Pennsylvania



### Architects

Refer to Sweets Catalog.

### Plastering Contractors

See your dealer.

### Dealers

Write to us for details.

DENNOS PRODUCTS COMPANY  
39 West Adams St. CHICAGO

## Egry Register Systems

are so genuinely good, so truly serviceable, that they commend themselves to those that

*Profit most who serve best*

### Egry Systems

for  
Retail Sales  
Billing and Charge  
Shipping  
Purchasing  
Factory Orders  
etc., etc.



The Egry Register Company  
M. C. Stern, President (Rotarian)  
DAYTON, OHIO

We make supplies for all makes of Autographic Registers, also Stationery for Typewriters in rolls, sheets or fanfold.

LITTLE ROCK, ARKANSAS  
**HOTEL MARION**  
Rates \$1.50 and up  
Rotary Club Headquarters.  
Visiting Rotarians Welcome

Absolutely Fireproof  
Lunchen Thursdays, 12:30  
O. W. EVERETT, Manager

### Better Service at Less Expense

on your shipments of Household Goods, Automobiles and Machinery by land or sea, and on everything for export. Write to any of these offices:

Woolworth Bldg., New York  
General Offices: 200 Dearborn St., Chicago  
Old South Building Boston  
Ellisott Square Buffalo  
Drexel Building Philadelphia  
Union Trust Building Cincinnati  
Hippodrome Building Cleveland  
Menadnock Building San Francisco  
Van Nuy Building Los Angeles  
Alaska Building Seattle

## THERE IS AN ADVANTAGE IN USING FENTON GUMMED LABELS and FENTON SEALS —THEY STICK

Their STICKABILITY is not the only feature—they are bright, clean-cut, snappy. Present your name and advertisement in the most attractive manner.

LET US SEND YOU SAMPLES AND CATALOG

FENTON LABEL COMPANY, Inc.  
506-512 RACE STREET  
PHILADELPHIA, PA.



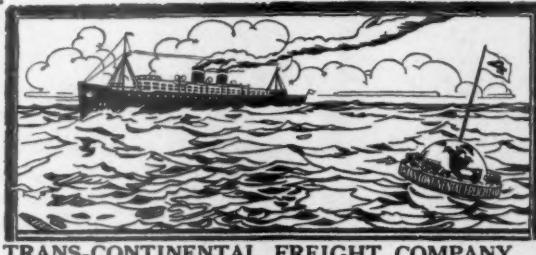
**Auto-DESK COMPANION** When an Important Customer is on the Phone—

talk authoritatively—with no guesswork or delays—and clinch the deal then and there. You can—with the Auto-Desk Companion beside your desk. Within its compact case your data, card index, special and department matters are rapidly filed and instantly accessible.

**Auto-DESK** Slide out or suspend from either end. Speed up your office distribution. Quick access—greater capacity—take little space. Send for catalog No. 21-R describing complete Automatic Wood-Steel Line and 30-DAY FREE TRIAL at our risk or all expense.

The Automatic File & Index Co., State and 10th Sts., Green Bay, Wis.

Denver, Colorado  
**SAVOY HOTEL**  
J. G. Nicholas, Manager  
Rotary Club Luncheon held here Thursdays, 12:15  
Visiting Rotarians will please make themselves known



### An Expert

HE was a four-flusher, particularly as to her abilities in various sports.

"Do you golf?" he asked.

"Oh, I love golf," she answered. "I play at least thirty-six holes twice a week."

"And how about tennis?"

"I won the woman's championship in our State."

"And do you swim?"

"The best I ever did was a half-mile straightaway," she replied.

Somewhat fatigued he changed to literature. "And how do you like Kipling?" he asked.

"I kipped an hour only yesterday," was her unblushing reply.

### Like His Mother

HE criticized her puddings and found fault with her cake. He wished she'd make such biscuits as his mother used to make; She didn't wash the dishes, and she didn't make the stew, Nor even mend his stockings, as his mother used to do.

His mother had six children, but by night her work was done, His wife was always drudging, and yet had only one; His mother always was well dressed, his wife could be so, too, If she would only manage as his mother used to do.

Ah, well, she wasn't perfect, but she tried to do her best, Until at length she thought her time had come to take a rest; And so one day when he the same hating went thru. She turned and boxed his ears, as his mother used to do.

An Italian mine worker, having applied for citizenship, was being examined in the naturalization court.

"Who is the president of the United States?"

"Mr. Wis?"

"Who is the vice-president?"

"Mr. Marsh?"

"If the president should die, who would then be president?"

"Mr. Marsh?"

"Could you be president?"

"No."

"Why?"

"Mister, you 'scuse, please. I very busy worka da mine."

Dinah (employed as waitress): Yes, mum, I am a-leavin' dis place tomorrow.

Mistress: Why, Dinah, whatever can have displeased you with your position? Haven't I been treating you well?

Dinah: Oh, yass, indeed you have, mum. But to tell the truf, miss, in dis house dey am too much shiftin' of de dishes fo' de fiveness ob de vittles.

## Resolutions Adopted at the Convention

**Resolution No. D-1—To Provide That a Member's Classification Shall Represent Sixty Per Cent or More of His Business or Professional Activity**

WHEREAS, The Special Assembly on Classifications at the Eighth Annual Rotary Convention recommended that each classification shall represent sixty per cent or over of a member's business or calling, and

WHEREAS, Rotary Clubs since then have generally regarded this recommendation as the most logical basis upon which to determine a member's classification, and

WHEREAS, The recommendation has not been formally adopted by any Convention of the Association as a policy to guide all affiliating clubs, therefore

*It is resolved*, By the International Association of Rotary Clubs, assembled in its Eleventh Annual Convention, that affiliating Rotary Clubs should give each person hereafter elected to membership that classification which represents sixty per cent or more of his business or professional activity and further

*It is resolved*, That each classification shall bring to the club information substantially different from that of any other classification, and that it shall not affect the freedom and growth of any other classification already represented.

### Resolution No. 2—To Publish a Manual for the Guidance of Rotary Club Executives and Others

WHEREAS, The value of our Annual Convention could be greatly increased by publishing thereafter the findings of the Convention suitably classified and combined with the results of prior Rotary Conventions, and

WHEREAS, There is not now any compilation of resolutions past by International Conventions, and the Book of "Convention Proceedings" does not take place of such compilation in that it covers one Convention only, and

WHEREAS, Club Executives and Directors spend endless time discussing things already past on by one or more Rotary Conventions, and sometimes render conclusions at variance with the aforesaid Convention decisions; now therefore

*It is resolved*, By the International Association of Rotary Clubs assembled in its Eleventh Annual Convention that as a supplement to the "Convention Proceedings" (but to be a part of it) the International Secretary be instructed to issue after the Annual Convention a Manual for Rotary Club Executives which should contain, properly indexed and cross indexed, the Constitution of the International Association with amendments to date, Standard Club Constitution and Model By-laws, "The Rotary Code of Ethics," and all rules, regulations, resolutions and suggestions as past or approved by the Association in annual Convention, or by the International Board of Directors or International Council or Committee if approved by the Board, brought up to date by giving in detail the latest action on each subject mentioned (irrespective of the date of such action) and also to contain such other items as the Board may from time to time direct.

### Resolution No. 7—To Amend the Plan for Computing Attendance in Rotary Clubs

WHEREAS, It is to the interest of International Rotary to have its members attend District Conferences and Annual Conventions of Rotary, and to have the International Officers and Committeemen visit other Rotary Clubs and attend International Conferences, Committee Meetings, etc., and

(Continued on page 109)

## The EXECUTIVE

*A Modern Business Journal designed for the Modern Business Man*

Here is a magazine with a single vital purpose. That purpose is to introduce to you big men, with big ideas. One big idea on a specific problem is valuable. Two big ideas on the same problem are priceless. With such ideas—by establishing a mart for the exchange of plans, methods, and policies which have proved their worth in the great struggle for Efficiency—THE EXECUTIVE seeks to supply you.

As we have a single purpose, we likewise have a single policy. Summed up in four words, that policy is: "Better Business Through Service." An efficient Service Department is ready, at all times, to handle problems which vex you in your business.

Men of eminence in the business world are among our contributors. A leading feature each month is the survey of conditions in Trade and Industry, by the Irving National Bank.

#### EACH ISSUE CONTAINS

1. Survey of Conditions in Trade and Industry.
2. Investments.—George A. Wriston.
3. Special Feature Articles on Live Business Topics.
4. Queries and Answers.
5. Review of Current Business Literature.

The present subscription rate of fifty cents a year will be withdrawn as soon as we have procured the number of subscribers we have set as a limit. Take advantage of this low rate now by sending us fifty cents, with your name and address. No subscriptions will be received for a period longer than two years.

TEAR OFF THIS COUPON AND MAIL TODAY

BIDDLE BUSINESS PUBLICATIONS, INC.  
19 West 44th Street, New York, N. Y.

Please enter my subscription to THE EXECUTIVE for..... year... for which I enclose \$..... It is understood that you will refund my money if I am not satisfied with the first issue.

Name.....

Address.....

Business..... Position.....

R. 8-20



## BURKE

### —Grand Prize Golf Balls

On the green, where the game is won or lost—where accuracy is the all-important factor to a winning score—is where you will learn to fully appreciate these new "Burke Balls." Their ease of control—their balance in flight—their clean-cut appearance and staying qualities make them the popular choice of good golfers everywhere. In mesh or recess markings at your dealer's, or write us direct.

Exacting workmanship in the factories plus rigid inspection before shipping, insure the maintenance of Burke standards in all Burke products. The name Burke on clubs, club-heads, shafts, bags and balls is your guarantee of highest excellence. Insist upon Burke products.

**The Burke Golf Company**  
NEWARK, OHIO



### When you Order Your Next Suit—

Insist that your tailor use ABSOLUTE HAIR CLOTH in the next garment you order and avoid the hair working out of the coat.

### ABSOLUTE Hair Cloth

"The Hair Can't Work Out"

Write for folder and get full information in reference to the merits of ABSOLUTE.

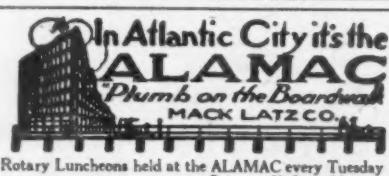
GEO. S. COX & BRO., Inc.  
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W. S. MASON, Rotarian, Director.



# Britain's Outpouring of Capital

**B**RITISH new capital issues for the first six months of 1920 were less than £1,000,000 short of the whole amount of new capital issues in 1913, the record year for new capital subscriptions in Great Britain.

According to advices received by the Bankers Trust Company from London, the figures are £241,382,000 for the first half of the current year compared with £242,139,000 for all of 1913. There is, moreover, this significant difference in destination:

The greater part of the new capital subscribed during the current year is for the benefit of private enterprises within the United Kingdom, while in 1913 only £44,611,000, or less than one-fifth of the total amount was for home account. The balance was for other countries.

### Ahead of Last Year

**I**N addition to almost equaling the record-breaking issues of 1913, the total for the first half of 1920 exceeded the new capital subscriptions for the whole of 1919, which amounted to £237,541,363.

In the first six months of 1919 new capital issues totaled £80,299,056. It is not a fair comparison, however, to contrast this total with the new capital issues for the first six months of the current year. Government war restrictions in the early part of 1919 operated against private issues of capital.

A more equitable comparison would be the amount of new capital issues for the first half of 1920 compared with the last half of 1919. By months these amounts were:

1919	
July	£ 28,277,343
August	14,807,345
September	9,294,271
October	24,977,183
November	33,106,761
December	46,779,404
Total	£157,242,307

1920	
January	£ 42,446,210
February	35,213,793
March	69,355,644
April	45,795,840
May	20,860,980
June	27,709,533
Total	£241,382,000

### New Issues in United States

**T**HE new capital issues of Great Britain during 1920 compare with the following new capital issues in the United States (as compiled by the New York Journal of Commerce):

January	\$ 338,415,100
February	202,528,500
March	275,771,300
April	471,725,600
May	245,353,200
June	266,384,200

Total \$1,800,177,900

At par of exchange, the British issues for the first half of 1920 would amount to \$1,172,116,500.

*Note—British figures are based on estimates of the London Joint City and Midland Bank.*

## J Will!

courageous effort—determined to succeed at all times.

I will be careful of my time, considerate of my health, jealous of my honor. I will help make the day great for everyone with whom I come in contact. I will work for the people whom I serve with all my heart and with all my mind and with all my strength; for in the glory and success of my friends and associates is hidden the glory and success of myself.

I will make this day worth while.

—Will J. Guthrie.

A well-known surgeon was performing an operation on a patient when a fire started at a warehouse across the road, illuminating the whole operating theatre. Having finished, the surgeon turned to the nurse and said dryly:

"I say, nurse, I notice the patient is coming to. I think you had better draw the blinds. I don't want him to think the operation hasn't been a success!"

# Resolutions Adopted

(Continued from page 107)

WHEREAS, Rotary does not wish to reduce the attendance record of the clubs whose members are doing these things for Rotary; now, therefore,

*It is resolved*, By the International Association of Rotary Clubs, assembled in its Eleventh Annual Convention, that Paragraph 2, of the Resolution No. D-5, past by the Tenth Annual Convention, be amended by the addition of the following:

Except that any member en route to or from any Rotary Convention, Conference or Council or any Rotary National or International Committee meeting, or any International Officer or District Governors' Special Representative absent in the performance of his Rotary duties, shall be considered as being personally present for the purpose of computing club attendance.

## Resolution No. 8—Relating to the Establishment of a Public Health Week by the International Association of Rotary Clubs

WHEREAS, Anyone familiar with the principles of public health who consults for a moment the vital statistics of each of the countries whose Rotary Clubs we represent, cannot fail to realize that in spite of the efforts of all existing national and voluntary health organizations there remains in each country a very large and serious amount of preventable disease and of avoidable disablement and misery, the result of disease; and this is largely because the public is not adequately educated in the carrying out of proper hygienic measures, therefore

*It is resolved* by the Eleventh Annual Convention of the International Association of Rotary Clubs, that the Board of Directors of the International Association be requested to designate one week each year to be observed by the clubs as "public health week" and to request each club to devote the Rotary meeting of that week so far as possible to the subject of "Public Health."

## Resolution No. 10—Thanking Atlantic City for Their Hospitality

*IT IS RESOLVED*, By the International Association of Rotary Clubs, assembled in its Eleventh Annual Convention, that we extend to the Convention City Executive Committee, the officers and members of the Atlantic City Rotary Club and all others who contributed to the success of the Convention, our appreciation and thanks for their work for our convenience and entertainment and the excellent working Convention arrangements.

## Resolution No. 11 to Establish a Proper Relation Between Enactments by Conventions and Appropriations by the Board of Directors

WHEREAS, Under the Constitution of the Association appropriations of its funds must be made by the Board of Directors of the Association; and

WHEREAS, The establish activities of the Association ordinarily require the appropriation by the Board of the funds of the Association for the carrying on of the establish activities of the Association; and

WHEREAS, Embarrassment may be caused if convention action is taken when funds are not available for the carrying out of such action,

*It is Resolved*, by the International Association of Rotary Clubs, assembled in its Eleventh Annual Convention, that it is hereby declared to be the policy of the Association that there shall be no enactment by any Convention, which enactment entails the expenditure of moneys, unless funds are available in the budget for such purposes or unless the Convention makes prior provision for the additional funds required.

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**ATLANTIC CITY  
CONVENTION**

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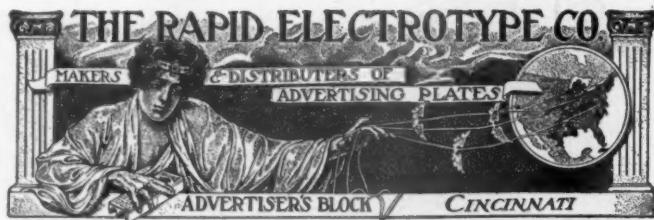
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W. H. Kaufmann, President and Treasurer, Rotarian

**My Creed**

To live as gently as I can;  
To be, no matter where, a man;  
To take what comes of good or ill;  
To cling to faith and honor still;  
To do my best and let that stand  
The record of my brain and hand;  
And then, should failure come to me,  
Still work and hope for victory!

To have no secret place wherein  
I stoop unseen to shame or sin;  
To be the same when I'm alone  
As when my every deed is known,  
To live undaunted, unafraid  
Of any step that I have made;  
To be without pretense or sham  
Exactly what men think I am.

**Recessional**

TEN good Rotarians  
All doing fine,  
One failed to rotate  
And then there were nine.

Nine good Rotarians  
Working early and late;  
One missed four meetings  
And then there were eight.

Eight good Rotarians  
Trying to get to Heaven;  
One failed in business  
And then there were seven.

Seven good Rotarians  
In an awful fix;  
One forgot the Golden Rule  
And then there were six.

Six good Rotarians  
Glad to be alive;  
One moved away from town  
And then there were five.

Five good Rotarians  
The number is getting lower;  
One failed when called upon  
And then there were four.

Four good Rotarians  
As busy as could be,  
One forgot to pay his dues  
And then there were three.

Three good Rotarians  
With more than they could do;  
One thought it too much work  
And then there were two.

Two good Rotarians  
Having lots of fun;  
One thought too much of self  
And then there was one.

One good Rotarian  
Left out of many;  
He died with a broken heart  
And then there were not any.

—O. K. Spurrier.

Some men die hard. Some others are  
dead easy. —W. W. Cooper.

### The Measure of a Man

**W**HEN in the silence of the night,  
When darkness hugs the world so tight,  
When all is hush and quiet with sleep  
Then haunting memories round me creep;  
When I can spend that hour alone  
And find the man I've never known;  
When I can meet him face to face  
And there commune with ME apace;

When I can take myself in hand  
And measure up just how I stand;  
When I can gaze into my heart  
And see my worth upon life's chart;  
When I can look back o'er the road  
And count the times I've shirked my load  
And estimate the hours I've spent  
On things that were not permanent;

When I can realize the crime  
Of spending worthlessly my time;  
When I can call things by the name  
I ought to, and accept the blame;  
When I can place where it belongs  
The reason for my countless wrongs;  
When I can pile in one great heap  
My faults, the harvest I shall reap;

Then knowing what I am can say,  
"From this time onward, from today,  
"I'll work and serve and will to win  
"To mould a better man within;"  
So, when I turn the searchlight on  
The faults I had will all be gone,  
And there shall stand revealed to me  
The man, God meant that I should be.

—James H. Heron, (copyrighted.)

"I give you a toast. When you were born, immediately you cried, while those around you smiled; so live that when you die, you will smile while those around you cry."

—W. T. Smith.

### Committee Meetings

**F**OR this and that and various things  
It seems that men must get together,  
To purchase cups or diamond rings  
Or to discuss the price of leather.  
From nine to ten, or two to three,  
Or any hour that's fast and fleeting,  
There is a constant call for me  
To go to some committee meeting.

The church has serious work to do,  
The lodge and club has need of workers,  
They ask for just an hour or two.  
Surely I will not join the shirkers?  
Tho I have duties of my own  
I should not drop before completing,  
There comes the call by telephone  
To go to some committee meeting.

No longer may I eat my lunch  
In quietude and contemplation,  
I must foregather with the bunch  
To raise a fund to save the nation,  
And I must talk of plans and schemes  
The while a scanty bit I'm eating,  
Until I vow today it seems  
My life is one committee meeting.

When over me the night shall fall  
And my poor soul goes upwards winging  
Unto that heavenly realm, where all  
Is bright with joy and gay with singing,  
I hope to hear St. Peter say,  
And I shall thank him for the greeting:  
"Come in and rest from day to day  
Here there is no committee meeting!"  
(Copyright, 1920, by Edgar A. Guest.)

### Faith

**Y**E that have faith to look with fearless eyes  
Beyond the darkness of a world at strife,  
And know that out of death and night shall rise  
The dawn of ampler life:  
Rejoice, whatever anguish rend the heart,  
That God has given you a priceless dower  
To live in these great times and have your part  
In Freedom's crowning hour;  
That ye may tell your sons who see the light  
High in the heavens—their heritage to take—  
"I saw the power of Darkness put to flight,  
I saw the Morning break."  
—An Australian Soldier Who Died at Gallipoli.

### My Emancipation Proclamation

**W**HEREAS, I believe in God and in the Life of His Son and in the comfort of the Holy Spirit, I hereby declare my soul free from doubt, worry and fretting—and resolve, that  
I will sing instead of sigh.  
I will praise and not blame.  
I will help and not harm.  
I will live content and not grumble.  
I will be brave and not shirk.  
I will esteem others better than myself.  
I will bless them that hate me and despise none.  
I will seek service rather than honor.  
I will destroy selfishness and give God the right of way in my life.  
I WILL NOT WORRY.

—W. S. Essick.

### Alligator Steaks

**P**ERHAPS alligator steaks would never appeal to the fastidious diners in first-class restaurants, but U. S. Marines attach to the American Legation Guard at Managua, Nicaragua, say they are the real thing for adding piquancy to the daily fare.

Marine sharpshooters make a specialty of bagging young alligators. When the skin is removed steaks are cut from the fleshy part of the tail. The meat is clear white, is palatable, and has somewhat the flavor of halibut.

Another variety in the bill of fare is broiled lizard. The iguana, or giant lizard, has been used for food by the natives for many years. The Marines say that iguanas make fine chow, but they prefer alligator for a steady diet.



### The Magic of Flowers

**F**LOWERS lend cheerfulness, and where there is cheerfulness there is happiness.

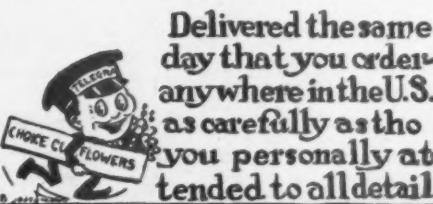
The lowliest hut becomes a castle when surrounded by flowers, and the loneliest heart will glow with cheerfulness and hope in the presence of flowers.

So if you want to invoke the God of Happiness and Cheerfulness and brighten the lives and hearts of your friends, send them frequent messages and "Say it with Flowers."

Flowers are always in season, and may be delivered anywhere, any time—

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B. B. MORTON, Manager, Rotarian  
Rotary Club Luncheons held here Thursdays, 12:15  
Visiting Rotarians Welcome

Lexington, Ky.

### Hotel Phoenix

JOHN G. CRAMER, Sec., Rotarian  
Rotary Club Headquarters  
Luncheons Thursdays, 12:20  
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Washington, D. C.

### The New Willard

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### Souls and Poles

THE champion polo player of England was at a dinner at which Paderewski, the pianist, was present. To the great polo player, Paderewski said, after dinner: "Now, tell me, what is the difference between you and me?"

"I certainly give that up," replied the Englishman.

"Easy enough," answered Paderewski. "You are a soul that plays polo; I am a Pole that plays solo."

"If you and I would smile a little more  
And I would kinder be;  
If you would stop to think before  
You speak of faults you see;  
If you would show more patience, too,  
With all with whom I'm hurled,  
Then I would help—and so would you—  
To make a better world.

"Go ask father," she said, when he asked her to wed;  
She knew that he knew that her father was dead.  
She knew that he knew what a life he had led;  
She knew that he knew what she meant when she said,  
"Go ask father!"

They seated themselves at a table.  
"Darling, will you have a little shrimp?" he asked.  
"Dear me," she exclaimed. "This is so sudden. Better ask papa."



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### A Tree

I THINK that I shall never see  
A poem lovely as a tree;  
A tree whose hungry mouth is prest  
Against the Earth's sweet flowing breast;  
A tree that looks at God all day,  
And lifts its leafy arms to pray.  
A tree that may in Summer wear,  
A nest of robins in her hair;  
Upon whose bosom snow has lain;  
Who intimately lives with rain.  
Poems are made by fools, like me,  
But only God can make a tree.

—Joyce Kilmer.

### The Choice

THE little it takes to make life bright,  
If we open our eyes to get it!  
And the trifle which makes it black as night,  
If we close our lids and let it!  
Behold, as the world goes whirling by,  
It is gloomy, or glad, as it fits your eye.

We can strip our niggardly souls so bare  
That we huddle a penny between us;  
Or we can be rich in a common share  
Of the Pleiades and Venus.  
You can lift your soul to its outmost look,  
Or can keep it packt in a pocketbook.

—Clift.

### The Producer

AMERICAN farmers in Canada are among the best assets of the American people. They are producing food, which you and the world must have. If we had enough of them, most of the high cost of living in America would disappear.

Selling has become a fetish of the business world. We allow ourselves to believe that the great purpose of commercial life is to sell. As a matter of fact the great purpose which animates business transactions is the desire to buy. We do not buy in order that we may sell; we sell in order that we may buy. To sell is to part with things; but to buy is to acquire things, which is a fundamental human passion.

The man who supplies you with a million dollars' worth of food surely does you a greater service than the man who takes from you, say, a million dollars' worth of automobiles, altho perhaps you never before look at it from that angle. Food the world must have, even if it walks to work. Food Canada can produce in almost unlimited quantities, provided the necessary manpower is brought to bear upon the soil.

—Robert I. C. Stead.

A Lake Charles negro went to register for military service.

"What is your name?" asked the official.  
"George Washington," was the reply.

"Well, George, are you the man who cut down the cherry tree?"

"No, sah; I ain't de man. I ain't done no work for nigh onto a year."

